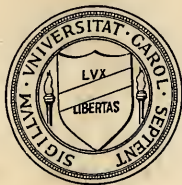


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The
CAROLINA JOURNAL OF
PHARMACY

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The Proceedings
of the
Forty-fifth Annual Meeting
of the
North Carolina Pharmaceutical Association
held in
The Oceanic Hotel
Wrightsville Beach, North Carolina
June 24, 25, 26, 1924

Also the
Roll of Members
Report of the Secretary-Treasurer of the
North Carolina Board of Pharmacy, together with
List of Registered Pharmacists

STENOGRAPHER
NORMAN SHEPARD
WILMINGTON, N. C.

OFFICERS, COMMITTEES, AND DELEGATES 1924-1925

OFFICERS

PRESIDENT

J. P. STOWE.....Charlotte

VICE-PRESIDENTS

A. A. JAMES.....Winston-Salem

N. W. LYNCH.....Charlotte

C. B. MILLER.....Goldsboro

SECRETARY-TREASURER

J. G. BEARD.....Chapel Hill

ASSISTANT SECRETARY-TREASURER

C. M. ANDREWS.....Hillsboro

LOCAL SECRETARY

J. G. BALLEW.....Lenoir

GENERAL COUNSEL

F. O. BOWMAN.....Chapel Hill

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F. W. HANCOCK, *Sec.-Treas.*.....Oxford

C. P. GREYER.....Morganton

I. W. ROSE.....Rocky Mount

J. A. HENDERSON.....Charlotte

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N. W. LYNCH.....Charlotte

J. G. BEARD.....Chapel Hill

C. L. EUBANKS.....Chapel Hill

J. C. HOOD.....Kinston

R. R. COPELAND.....Ahoskie

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R. K. BLAIR.....Charlotte

F. W. HANCOCK.....Oxford

GILBERT CRABTREE.....Raleigh

T. L. GARDNER.....Reidsville

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PAPERS AND QUERIES

E. L. TARKENTON, *Chairman*.....Wilson

E. M. HARDIN.....Wilmington

J. L. HENDERSON.....Burlington

SCIENTIFIC

E. V. KYSER, *Chairman*.....Chapel Hill

W. H. WEARN.....Charlotte

R. A. MCDUFFIE.....Greensboro

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TRADE INTERESTS

C. T. COUNCIL, *Chairman*.....Durham

F. D. CULPEPPER.....Henderson

H. C. LUTZ.....Hickory

DELEGATES

AMERICAN PHARMACEUTICAL ASSOCIATION

J. G. BEARD, *Chairman*.....Chapel Hill

E. V. ZOELLER.....Tarboro

I. W. ROSE.....Rocky Mount

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

C. A. RAYSOR, *Chairman*.....Asheville

R. N. MANN.....High Point

J. A. GOODE.....Asheville

Alternates

J. P. STOWE.....Charlotte

SAM CARTER.....Salisbury

G. W. WATERS, JR.....Goldsboro

PROCEEDINGS OF THE FORTY-FIFTH ANNUAL MEETING

Wrightsville Beach, N. C.,
June 24, 25, 26, 1924.

FIRST SESSION

Tuesday Morning—Oceanic Hotel

The forty-fifth annual meeting of the North Carolina Pharmaceutical Association was called to order at eleven o'clock on Tuesday morning, June 24, by President P. A. Lee, of Dunn.

The convention was formally opened with a prayer by Rev. J. M. Daniels, Presiding Elder of the Wilmington District of the Methodist Episcopal Church.

In the unavoidable absence of Mayor J. H. Cowan, Senator Emmett Bellamy, of Wilmington, officially welcomed the delegates to the cities of Wilmington and Wrightsville.

Mr. Norman W. Lynch, of Charlotte, vice-president of the Association, responded to Senator Bellamy's gracious words of welcome.

Further to make the visiting delegates feel they were wanted, Mr. Walter R. Kingsbury, in an eloquent speech, represented the local druggists of Wilmington in announcing that the members of the Association were doubly welcome to the Cape Fear Country.

Mr. C. B. Miller, of Goldsboro, responded to this address.

On motion, the reading of the minutes of the preceding session were dispensed with since they had been published and distributed to all members.

It was also moved and carried that the calling of the roll of members be omitted since all members were required to register their attendance in a book which would be preserved as a permanent record.

The next order of business consisted of admitting to membership the following applicants:

Regular

Thomas Ricaud Gibbs, Belhaven.
Eugene Brooks Hardin, Wilmington.
William Luther Johnson, Gibson.
John Lee Jones, Canton.

Albert Johnson Thompson, Badin.
Richard Watson, Tryon.

Associate

Nereus C. English, Monroe.
James G. Vick, Wilson.

President Lee then introduced visiting delegates from other associations, presenting to the audience first Messrs. John C. Ferrell and P. A. Hayes, representing the National Wholesale Druggists' Association. Both these gentlemen acknowledged the presentation and expressed their pleasure at being with the members of the N. C. Association. Mr. J. G. Beard, a delegate from the American Pharmaceutical Association, was extended the courtesies of the floor, and in brief manner acted as spokesman for President H. V. Army in expressing the hope of the parent association that the convention would in every way prove successful. Mr. Beard took advantage of the occasion to make a short report of the campaign that had been underway looking to the erection of a headquarters building for American pharmacy. As State Chairman for North Carolina, he announced that something over four thousand dollars had been raised in the State for the building project.

The Secretary-Treasurer then read telegrams and letters from the following members expressing their regret in being unable to attend the meeting: Messrs. S. E. Welfare, H. T. Hicks, Geo. A. Matton, and E. E. Missildine. Telegrams of greetings were then read from the Maryland and Virginia Pharmaceutical Associations which were both in session at the time. Messages also were read which came from the American Fair Trade League asking the continued support of the Association on behalf of Price Maintenance bills, and from the Cliff Weil Cigar Co., extending greetings.

Local Secretary J. D. Nutt made a detailed announcement concerning the various

entertainment events which had been scheduled for the pleasure of the delegates.

The first session adjourned at 12:30 p. m.

SECOND SESSION *Tuesday Afternoon*

The second session of the North Carolina Pharmaceutical Association was called to order by President Lee at 2:30 Tuesday afternoon. Vice-president J. P. Stowe was called to the chair and announced that the first order of business would be the reading of the Address of the President.

PRESIDENT'S ADDRESS

PRESIDENT LEE: *Mr. Chairman, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

At this forty-fifth annual meeting of the North Carolina Pharmaceutical Association, we are to congratulate ourselves upon this privilege of meeting again by the seaside. Five years ago, in 1919, we met here in the work of the Association and to promote the welfare of pharmacy. Since that time we have traversed the western part of the State from Asheville, Charlotte, Winston-Salem and Greenville, S. C. We are very grateful indeed to the good citizens of Wilmington and Wrightsville as well as to the local druggists for their kindness in inviting us here by the Atlantic, where we can assemble and enjoy three or four days as well as to deliberate in the great task before the public of today.

In this annual convention and under this address we might summarize and enumerate under different headings the important facts and particulars that will be of interest to our members and to all the druggists of the State.

American Pharmaceutical Association

The first occurrence or fact of importance to us as druggists is the Asheville Meeting of 1923 of the American Pharmaceutical Association. I was indeed happy to have the pleasure of attending this meeting in the Land of the Sky at Asheville, N. C., and can certify that it was one of the most delightful meetings I ever attended. The attendance, while not record breaking, was large and representative, almost every

prominent American pharmacist being present. The entertainments were well chosen and not so abundant as to interfere with the real purpose of the convention.

The joint meeting of the Executive Committees of the N. A. R. D. and of the A. Ph. A. held during the week was one of the finest things ever done for American pharmacy. Each group met the other in a spirit of courteous coöperation and meeting plans were adopted which will mean much to both organizations. The American Pharmaceutical Association is divided up into different sections which function under one head. The most important section of the A. Ph. A. is the House of Delegates, presided over by our distinguished North Carolinian, Evander F. Kelly, now of Baltimore, Md. The American Conference of Pharmaceutical Faculties, presided over by Prof. Chas. H. LaWall, of Philadelphia, Pa., is an organization which was founded in response to a demand for closer coöperation and a more definite policy and plans of progress on the part of a number of institutions whose purpose is the education of pharmacists for their profession.

A third section of the American Pharmaceutical Association is the National Association of Boards of Pharmacy. This was presided over by Edward H. Walsdorf, who made a splendid address, congratulating the association on the progress of one hundred per cent. membership, only a few States being non-members, but even these were considering affiliation. He called attention to the number of States passing prerequisite legislation. He called attention to efforts to restrict ownership of drug stores to registered pharmacists. He also mentioned the reciprocity of and uniformity of the standards of Boards of Pharmacy. With all this he recommended that these problems of ownership of drug stores by registered pharmacists be left to the Legislative Committee, and that Mr. Edward Bloomfield, an attorney for the Kentucky Board be one of the committee appointed.

Mr. Julius A. Koch, president of the American Pharmaceutical Association, delivered the keynote speech of this convention. He outlined the important events that had

occurred during the year. The events were outlined and described by him that were of necessary importance to all the members present. He made mention that the chief aim of the American Pharmaceutical Association has always been to develop pharmacy along true professional lines. The great leaders of pharmacy have given their time unreservedly and without stint to accomplishing this. All true lovers of pharmacy are ready to make any necessary sacrifices that will make for progress. All this applies to the North Carolina Pharmaceutical Association as well as to the American Pharmaceutical Association. To serve our fellow men in the best business way is now the sound principle of American life. In this the pharmacist has always been a compelling figure. Possibly no other class of individuals perform more gratuitous service. Here the merchandising pharmacists have upheld and, if anything, enlarged the pharmacist's creed of "To serve fully." Another important fact that increases our interest as North Carolina pharmacists is the important representatives that North Carolina furnishes. We might mention that Prof. E. V. Howell and Prof. J. G. Beard have great recognition as members of the American Pharmaceutical Association, as well as other distinctive North Carolinians, and we are all proud of them in what the work stands for in pharmacy.

Legislation

This being a year when our State Legislature was not in session, we are glad to report that there have been no abnormal conditions which would cause our druggists any uneasiness. There have been no abrupt market fluctuations, consequently there has been no cause for speculation for the wholesale or retail druggist. Statistics show a year of normal activities. We welcome these conditions primarily, but there seems to be a time not far distant when some readjustment must be made before the druggists of the state can make any money. Attention has been repeatedly called to the fact that during the war manufacturers of certain articles raised their price from \$2.00 to \$2.40 and even \$2.50 with the selling price

25c. Also articles marked \$4.00 were raised to \$4.40 and \$4.50 and other price goods in proportion. After the war when the materials that entered into these goods were reduced the manufacturer failed to reduce the selling price. Consequently we are laboring under these difficulties yet.

I think the average druggist of today is paying as an average twice the overhead expense he did ten years ago. His gross profits have not increased in proportion to the amount of expense of doing business. Therefore, we are still trying to do business on the same business basis we did years ago. We might use the soda fountain and cigar counter as a standard for the average part of the drug business. We figure approximately that the average price made on cigars and cigarettes are from 20 to 25 per cent. The average cost in selling this merchandise is 28 to 30 per cent. If these calculations are anywhere near being a fair estimate then the average druggist of today is losing money on this class of merchandising, and so on, on other departments of our drug stores. These figures lead me to say that some permanent adjustment might be made whereby the druggist could have a staple form of business.

Insurance Feature

One other outstanding feature in our work in the Association is the organization of our Druggists' Mutual Fire Insurance Company. At our last meeting in Greenville, S. C., a committee was appointed to study out plans whereby at this meeting the insurance company could be perfected. At this time I would like to urge and to recommend that this association accept the report of the committee; that the organization be made complete; that all necessary officers be appointed or elected and that the insurance be taken over from the Ohio Mutual Hardware Association. I think that if already enough risks have not been secured that they can be secured here easily and that this feature can be made possible for the druggists of North Carolina.

Federal Narcotic Law

I have observed from many druggists of the State that the Federal Narcotic Laws

have been carefully obeyed. I feel that our druggists are always loyal to the State as well as to our Federal laws. Our Federal Narcotic Inspector, Mr. McDonald, of the Eastern District of North Carolina is a fine gentleman, also an ex-druggist, and makes us a very capable advisor as well as an officer of the law. He paid the druggists of the State a very complimentary remark and assures them that he is not to condemn them but to help them. He finds the pharmacists of North Carolina loyal and law abiding.

The Volstead Act

This has been a quiet year in regard to handling alcohol. Only a few retail drug stores in North Carolina attempt to dispense alcohol in making up medicinal preparations and compounds. They observe that the handling of alcohol requires such rigid restrictions that it is much easier and less complicated in doing a drug business to purchase the tinctures and medicinal preparations already made. It is not the purpose of the druggists to violate the Federal Prohibition laws but with the many rules and regulations it is less troublesome to leave off all of these requirements in order that they may use their time in doing something more profitable and less dangerous in obeying the law.

State Biologicals and Bacterins

Inasmuch as our vice-president is a member of the State Board of Health we feel now is the correct time to adjust the relation between the druggists of the State and the State Board of Health. For the past several years the State Board of Health has been manufacturing or preparing for the physicians of the State a line of biologicals and bacterins for use in the practice of medicine. Inasmuch as the doctor and the druggist are so closely affiliated with each other we feel that the drug stores should be the distributing places throughout the State. We, as druggists, are not asking for any average drug profit, but we are asking the State Board of Health to use us as a medium for furnishing the patient or the physician as the case may be, all lines that the State may use and that we may receive a small compensation for our expenses in handling same.

We have no right to deny the virtue or quality of this line of biologicals; therefore, it appears to me that the line should be discarded or that we have the privilege and use of helping establish this line in every county of the State where every physician and every patient should have access to it and the profit saved therein.

Scientific or Literary Section

I would like to offer as a recommendation to this organization the formation of a Scientific Section of the North Carolina Pharmaceutical Association. It seems as if there is an adequate demand for this branch of our association whereby well informed and educated young ladies and men will have the opportunity to use this to a good advantage. The colleges are turning out pharmacists who are well trained in technical knowledge and this would offer them good opportunities to further that part of their college training. We could bring our scientific papers for study. We could bring our experiences with every day problems in laboratory and research work; also our every day experience in prescription compounding in our drug stores. It would be a great stimulus to the attendance at our annual conventions to give this class of members a day of work and study.

Finances

We heartily endorse the movement that was put into successful operation three years ago by our association under the head of the Finance Committee. This work of furnishing the druggists of North Carolina a legal advisor to coöperate with them in their legal matters has become a distinct feature of the association. Many druggists have been saved much time and annoyance by having the privilege of calling on Mr. Bowman to come to their assistance. Various druggists will verify the fact that many dollars have been saved by his efficient service in this department. We are indebted to him for his work of investigation in various towns and cities of the State where he has found irregularities among the department and grocery stores. He has also found some drug stores that were not being conducted as the law requires and has dealt out justice

to them as well as executed the duties that devolved upon him. The problem of financing this part of our work has been carried out under the best methods that circumstances would permit. A number of druggists have not responded as liberally as they should to meet the demands of the work we are trying to carry out. The time has come that we must adjust this in order that the progress of this work shall not be detained.

A majority of our druggists are aware of this work and know how it has been financed. The work of soliciting funds is no easy matter to put over, taking into consideration the number of stores to solicit from. It is only fair and just that these difficulties should be removed in the best possible way. It is nothing but right that these burdens should be equally distributed over those that share alike in receiving the rewards of work done by Mr. Bowman. We are asking for mutual coöperation between all members of this association so that this work may have its best results for the incoming year. Some druggists suggest that when they pay membership fees to the association, they do not care to pay additional fees on a percentage basis of the amount of goods sold in order to further this work of financing the investigation work and the time of the legal advisor. There is one way that would take care of this and it is possible that it would give entire satisfaction to a majority of the members of the association. The advisability of increasing the membership dues from \$5.00 a year to \$12.00 a year would solve the problem of the Finance Committee; or we might let clerks pay \$5.00 a year and proprietors \$12.00 a year. I will recommend the former change for the present, and after two or three years when our Insurance Association or some proposition may present itself that we can realize sufficient funds from, then we can reduce our membership fees.

The Secretary-Treasurer

There is nothing so good or so great as unity and coöperation. We are deeply indebted to our most efficient secretary, Prof. J. G. Beard, for his excellent work as secretary-treasurer of this association. We are

profoundly impressed with him as editor of the CAROLINA JOURNAL OF PHARMACY. The value of the JOURNAL to every druggist in North and South Carolina cannot be estimated. I believe as one druggist and as one member of this association that the CAROLINA JOURNAL OF PHARMACY is worth the price of the membership of this organization which is \$5.00 per year. I hope it is the pleasure of every pharmacist in this State to read its pages from beginning to end and to use its columns to further the progress of pharmacy to us.

It is very gratifying to us to know the progress that has been made throughout the State by the State Chairman, Prof. J. G. Beard, and his sub-committee in securing funds for the Headquarters Building that is to be erected in the near future for American pharmacy. I think I can voice the sentiments of the entire membership of this association in saying that the North Carolina Pharmaceutical Association will do all in its power to promote this great enterprise. As has been expressed by our great leaders in pharmacy, this is a long needed asset to us as pharmacists of today. I would like to have a committee separate and apart from the State Committee to solicit funds here to complete our drive in this work of raising funds for the project, or, if it is the desire of this association the different groups or committees will complete this drive. This Headquarters Building will serve as an outstanding feature for future developments in research activities in our profession and will serve as an archive for the many needs of present day pharmacy. We are deeply indebted to the American Pharmaceutical Association for the inauguration of this movement.

Stenographer or Bookkeeper

As has been expressed in the preceding pages of this address, we have nothing but words of commendation for the coöperative forces of this association. This has been expressed relative to our counselor, Mr. Bowman, and to Prof. J. G. Beard, secretary-treasurer. Inasmuch as our association has given our secretary a stenographer for his assistance, part time, it seems to me that a

like service to our attorney would be logical. Since the establishment of this part of the active work of the association a large amount of correspondence has accumulated. I would like to make this recommendation as far as it is practicable: that an all-time stenographer or bookkeeper be employed by this association. The duties of this lady or gentleman, as the office may demand, would be to facilitate the clerical work of the office of the secretary-treasurer and the clerical work of the counselor of our association.

Since the establishment of a branch of the association under the directorate of a finance committee untold assistance has been given direct to the pharmacists of the State. Everyone who desired information has been the recipient of this great and important work in our association. With the cooperation of the Board of Pharmacy and this branch of the association represented by Mr. Bowman, the State has been canvassed from east to west. Advice has been given, irregularities have been corrected, and the standard of the drug stores has been raised considerably. We think that with the all-time stenographer divided between the office of the counselor and our secretary-treasurer that a larger service can be given to the retail drug stores of the State. We have a large field to cover and this will solve the condition which has heretofore been neglected to a reasonable extent. There is a necessity that all branches of the association should be united so far as organization is concerned and now is the best opportunity to introduce this in our beginning of this year's work.

We are informed by Eugene C. Brokmeyer, attorney at law, of Washington, D. C., of June 7, 1924, of the repeal of the following taxes:

Soft Drink Tax

The tax on the ingredients of soft drinks was repealed when President Coolidge signed the revenue revision bill on June 2 last. There is no reference whatever to this tax in the bill signed by the President, but the very omission operates as a repeal of the tax fixed in the Revenue Act of 1921. Sections 602 and 603 of the Revenue Act of

1921 were not reenacted. Their repeal will cost the Federal Government not less than six million dollars a year in revenue and to that extent the soft drink industry is relieved. This was a so-called manufacturer's tax, but the manufacturer passed it on to the retailers, who could not pass it on to the consuming public. Retail druggists objected to the tax not so much because of the financial burden imposed, but more because of the fact that it operated as a nuisance.

Repeal of Jewelry Tax in Thirty Days

Thirty days from June 2 last, when President Coolidge signed the revenue revision bill, the tax of 5 per cent. on articles commonly known as jewelry, or imitations, pearls, precious and semi-precious stones and imitations, articles made of or ornamented with precious metals or imitations or ivory, sold for an amount not exceeding \$25.00 each is repealed. This includes fountain pens with gold pen points, or imitations thereof, and such articles as atomizers, or sprays, ornamented with precious metals, or imitations thereof. The tax on eyeglasses and spectacles sold for an amount not in excess of \$30 is also repealed, as well as the tax on watches selling for an amount not in excess of \$60. The tax on surgical instruments, musical instruments and silver plated flat table ware and articles used for religious purposes made of jewelry, or imitations thereof, or precious metals, is also repealed.

Alcohol Tax Not Reduced

The tax on pure grain alcohol for medicinal and industrial purposes was not reduced when the revenue revision bill was passed by Congress recently and signed by the President. The war tax of \$1.10 per proof gallon on grain alcohol remains, making the total tax \$2.20 per proof gallon. The National Association of Retail Druggists did all it could, faithfully and ably supported by many state and local pharmaceutical associations, but certain large pharmaceutical manufacturers opposed the reduction of the tax on grain alcohol early in the session before the Ways and Means

Committee of the House and this defeated the efforts.

N. A. R. D.

I wish to endorse the Association for its loyal affiliation with the N. A. R. D.; the two may from now on be of general service to each other. I feel it my duty to stand by all national legislation which every pharmacist is vitally interested in.

One very important bill that has been before Congress this year that affects every druggist of the State is the Kelly-Stephens and the Merritt Bill. These bills, if they should become law, would relieve the druggists of the State of much dissatisfaction with the practical part of the drug business of the State. We are all interested in fair trade, in conservative buying and selling and until this or some similar enactment is passed, I think that we will still have the same illegitimate trade maintenance and unfair conditions that exist in business of today. We are anxious for a drug store to be a home for drugs and that the pharmacist shall have the protection that any other profession should have and that the druggist shall be classed as a professional man instead of a merchant.

Traveling Men's Auxiliary

We are still under many obligations to our Traveling Men's Auxiliary. Without this coöperation in the Association our entertainment features would be limited. We are proud of them and assure each and everyone of them that our loyalty to them stands mutual, ever willing to share their burdens as well as their pleasures and successes. Practically all of the traveling men are staunch supporters of the drug stores of North Carolina, and we can always count on them as being the highest type of gentlemen on the road. We feel that they are vitally interested in North Carolina druggists. Not only are they interested in the druggists of North Carolina, but they are for the progress of all enterprises in North Carolina, ever serving them in whatever way they can.

Woman's Auxiliary

In conclusion we must not omit the most important factor of this great organization of ours, that is the Woman's Auxiliary of

the North Carolina Pharmaceutical Association. We have not only recognized the ladies in politics in this great commonwealth of ours but we have taken them in our profession of pharmacy and find that they have made good. They have been highly recommended to us as the most competent prescriptionists that we can find anywhere, and we would consider our association a failure if we were denied the privilege of having them spend the time with us each year at our annual convention.

Conclusion

I wish to express to every member of this association my deep gratitude and affection for your kindness and loyalty to me as presiding officer of the association during the past year and assure you it has been a pleasure for me to serve you the very best I could. I also wish to extend to you the many privileges of this association and wish for you the best success and the most pleasure that any association has ever accorded. (Applause).

Chairman Stowe, upon motion to that effect, appointed the following members to serve as a committee to examine the recommendations of the president and to report at a later session: Messrs. G. K. Grantham, C. A. Raysor, and E. L. Tarkenton.

This committee subsequently submitted the following report:

"We the Committee appointed to examine the address of President Lee congratulate him on the fine ideas expressed and endorse his general recommendations. We feel, however, that many of the special items mentioned, such as finance, insurance, serums, etc., are so important that we make no report in advance of the open discussions on the floor of the convention.

"We heartily concur in the endorsement of the CAROLINA JOURNAL OF PHARMACY and further recommend that it should be sent to every druggist in the State."

(Signed) GEO. K. GRANTHAM,
C. A. RAYSOR,
E. L. TARKENTON.

At this point President Lee resumed the chair.

PRESIDENT LEE: We will next have the report of the Secretary-Treasurer of the North Carolina Pharmaceutical Association by Mr. J. G. Beard.

SECRETARY-TREASURER'S REPORT

SECRETARY-TREASURER J. G. BEARD: I have the honor of presenting my twelfth annual report to this organization, such report to be divided into two parts. I shall first render an accounting of the financial trans-

actions in my office during the fiscal year ending May 31, 1924, and shall then set forth such general facts and recommendations as should be brought to the attention of the membership.

In the financial report I will read only summarized figures, since there is attached below for the examination of the Auditing Committee a detailed account of receipts and disbursements with countersigned vouchers to prove all payments made.

FINANCIAL STATEMENT FOR THE YEAR 1923-24

RECEIPTS

Cash Balance from 1922-23		\$1,080.44
Securities		350.00
Dues:		
Old Members	\$1,384.00	
New Members	103.00	1,487.00
Miscellaneous Sources		2.00
		<hr/>
		\$2,919.44

DISBURSEMENTS

Salaries:		
Amy Emmanuel, Reporter	\$ 66.10	
Marie Turlington	78.00	
Alice Noble, Asst. Sect'y.	1,125.00	
J. G. Beard, Sec.-Treasurer	500.00	1,769.60
Office Supplies of all kinds		6.10
Postage for all purposes		121.22
Telephone Rental, Tolls & Telegrams		42.56
Printing and Engrossing		112.52
Miscellaneous Expenses		13.64
		<hr/>
		\$2,065.64

ON HAND

Securities		350.00
Cash Balance		503.00
		<hr/>
		\$ 853.80
Assets	\$ 853.80	
Liabilities	000.00	

Received itemized vouchers, etc., approved by President Lee, are attached to this report to prove the payment of the expenditures listed above; also certified check for cash in hand.

General Statement

PROCEEDINGS

The proceedings of the joint meeting held last June with the South Carolina Pharmaceutical Association at Greenville were compiled, printed, and distributed September 1,

1923, as Vol. V, No. 1 of the CAROLINA JOURNAL OF PHARMACY. Copies were mailed to every member, to the secretaries of state pharmaceutical associations, to the drug press, and to others interested. Altogether about 1,400 copies were mailed out. No charge was made against the Association

for this service, although \$150 was authorized last year to be used for this purpose if necessary. The best interests of this organization would seem to be served hereafter by following this custom, and I recommend a continuance of the plan. When the JOURNAL was first started, I suggested that the minutes of the annual meetings be printed therein in installment form, certain parts of the proceedings to be published in one issue, other parts in subsequent issues, and so on until everything of consequence about each convention had been given publicity. My suggestion was favorably received and the delegates at the Winston-Salem meeting made such a course official by their affirmative votes. It developed, however, that a few interested members desired all of the pertinent transactions of each annual meeting printed under one cover, and so last year I recommended that a return be made to the long established custom of issuing a single volume of proceedings. Such recommendation was acted upon favorably at Greenville and there resulted the Proceedings Number of the JOURNAL referred to above. Any member who desires a typewritten transcript of the Winston-Salem meeting in a form suitable for binding with other proceedings may secure a copy upon application to the Secretary's office.

MEMBERSHIP

On May 31, 1924, there were enrolled as members of the North Carolina Pharmaceutical Association a total of 678 pharmacists. On the same date last year there were 668 enrolled. There has been, therefore, a net gain of ten members during the twelve-month period. This is a smaller increase than during the past several years and can be explained on two grounds: first, I did not make a personal canvass for members last summer such as I had been doing previously, and second, the Association is nearing the possible number of pharmacists it can persuade to join. The new members taken in during the year are as follows:

Regular

Jacob Leroy Alderman.....Chapel Hill
B. W. Binford.....Albemarle

John Harper Best.....Asheboro
Paul B. Bissette.....Wilson
Lloyd Plemmons Brookshire.....Asheville
William Bryant Evans.....Lexington
Fred Henry Fleming.....Fuquay Springs
Alexander Lacy Hogan.....Kinston
Edward Vernon Kyser.....Chapel Hill
Marion Butler Melvin.....Roseboro
Jas. T. Vinson.....Goldsboro
Almond Percy Westbrook.....Saluda

Associate

Wilmer Brinton Creech.....Kinston
James Holland Kennedy.....Gastonia

Two members, Messrs. V. B. Elkins and H. T. Hicks, Jr., have resigned since the Greenville meeting.

The Association has suffered the loss of three valued members during the past year. Mr. C. D. Sedberry died June 29, 1923; Mr. L. C. McDonald died August 15, 1923; and Mr. J. H. Burke, Jr., died March 13, 1924. An appropriate letter of sympathy was mailed to the family of each of the deceased and a notice of each death was published in the CAROLINA JOURNAL OF PHARMACY.

The present membership roll is now distributed as follows:

Regular members	602
Associate members	39
Charter members	9*
Life members	19
Honorary members	9

Total678

Of the members who pay annual fees, i.e., all members except life and honorary, 430 are classed as "Proprietors" and hence are assessed \$5 a year, while 217 are grouped as "Clerks" and are taxed \$3 a year. Unfortunately, however, a larger number of members than usual have this year disregarded the assessment notices mailed out seven times a year to those in arrears, and in consequence there was owing to the treasury on May 31 this year a total of \$1,630.00 in uncollected dues. To be specific, 172 members owe for one year, totaling \$756.00;

* At the 1923 meeting 3 Charter Members (Messrs. Hancock, Horne, and Zoeller) were made Life Members and hence do not pay dues.

59 members owe for two years, totaling \$500.00; while 32 members have not paid dues for three years and their aggregate debt is \$374. It has been a long-standing custom to carry members for three years before dropping them for non-payment of dues even though the By-laws say that a member in arrears for two years is *liable* to lose his membership. The cause for such leniency heretofore has been the feeling of the officers that the Association needed as many names of supporters as it could muster in order that its representation would appear impressive. Believing, however, that the time has arrived for lowering the limit of leniency, I recommend that after this, members who allow their dues to lapse for longer than two years be suspended.

MEMBERSHIP CERTIFICATES

Every member in good standing is permitted and encouraged to exhibit as evidence of his connection with a professional and ethical organization the large certificate of membership which he receives upon affiliation with the North Carolina Pharmaceutical Association. It is understood, of course, that the certificate is to be displayed only so long as the owner holds his membership in the Association; that upon severing his relation with the organization he shall withdraw the evidence of affiliation. Unfortunately, however, many members in good standing neglect to post their certificates, while many who have been members but are no longer so continue to display their certificates. Should not the Association take some determined step to correct these conditions? I recommend that the delegates here assembled pass a resolution requesting every member in good standing to frame and display prominently his certificate of membership, and I further recommend that the style of certificate be changed immediately from the large, expensive, and permanent sort now used to a smaller form to be issued annually to dues-paid members which will show in bold, red numerals the year during which the certificate is in effect. This last recommendation, if passed, would take care of one

of the complaints made above about the practice of certain druggists who no longer belong to the Association but who continue to capitalize a pretended connection with it by leaving their certificates displayed. The suggested plan might also stimulate a prompter payment of dues, because members finding their certificates out of date would desire a new one for the current year, and could only secure it by sending in their annual fees. Again, our association is now one of the few which issues a large, permanent certificate. The American Pharmaceutical Association, to name a national organization, and the Virginia Pharmaceutical Association, to name a state organization, both follow the plan just recommended.

ABOLISHING THE INITIATION FEE

If it is decided to change the form of certificate from the kind we now use, which is expensive to buy and still more costly to have lettered, to a smaller, simpler, cheaper sort, then I should recommend that the initiation fee of \$3.00, heretofore in force either be eliminated entirely or else reduced to \$1.00. Such a step would be particularly wise if the annual dues are raised to five and twelve dollars a year as recommended in the next following paragraph. I have often found prospective members who objected strenuously to paying an initiation fee, saying that other organizations with which they were familiar did not do so. As a matter of fact, sixteen state pharmaceutical associations in 1921 were charging initiation fees, but only four charged as much as \$3.00, the prevailing figure being \$1.00. The other thirty organizations, including for example South Carolina, Tennessee, Virginia, Maryland, etc., make no initiation charge at all; neither do the national pharmaceutical associations. If the fee in question is either abolished or reduced in amount, it will be necessary to change Article III, Section 3, of the By-laws by striking out the words "the sum of \$3.00 as an initiation fee, also," in case it is decided to eliminate the fee; or to substitute \$1.00 for \$3.00 in case the fee is reduced.

ANNUAL DUES

I recommend that beginning as of June first this year the annual dues of proprietors be increased from five to twelve dollars and those of clerks from three to five dollars. This proposal is made in order that the work heretofore paid for out of funds raised by the Finance Committee can instead be paid for out of the general treasury. Such a change would eliminate the plan in use for the past three years under the operation of which druggists were expected annually to make voluntary contributions in addition to their association fees. In spite of faithful and repeated solicitations, the members of the Finance Committee have not always been able to collect sufficient revenue to meet authorized expenses as they became due. But even were they able always to balance outgo with income, I should still favor the change just suggested for the reasons hereinafter mentioned. The present system of dual taxation is irritating to many of our state druggists because they regard as unnecessary one or the other of the two calls we make upon them for funds. After contributing to the Finance Committee, for example, they resent the receipt of a bill for Association dues because of belief that they have cancelled their obligations to the organization. This state of mind exists mainly among members who do not attend the annual meetings and who are unfamiliar, therefore, with Association machinery, but surprisingly enough it is present also in some of the members who attended the very conventions which initiated and developed the contributory plan of raising extra revenue. It is an interesting psychological fact that a person objects considerably less to paying twelve dollars as a single assessment than to paying the same sum in two assessments, and we would doubtless do well to recognize this human peculiarity and establish one levy that will take care of our several needs. It is to be doubted if this association ever had a committee of men who worked more conscientiously and faithfully than have the members of the Finance Committee during the past three years, and nothing here said is in any sense to be construed as a criticism of their labors

or their methods. Having been privileged to serve as a member of the Committee for the first two years I am able to appreciate both the earnestness of their application and the difficulties of their task. When the plan they have worked by—the voluntary plan of payment—was first established at Asheville, it was the only method then feasible or possible since at that time an increase in dues such as here suggested would have been unwise, following, as it would have done, so shortly after there had been a doubling of dues in 1919. But a different situation exists now and I believe the Association and its membership are ready for such an increase in annual fees as will enable the organization to change back to its former plan of meeting all expenditures with receipts from legal assessments. If the new plan is adopted and the dues are advanced to five and twelve dollars respectively, there will come into the treasury this year a theoretical increase of about \$3,500, and this amount will take care of the work that has been in charge of and paid for by the Finance Committee. It must be remembered, however, that the above estimate is based upon the two assumptions that the present membership will remain as large as it now is and that each member will pay his or her dues during the current year. But before the Association commits itself to so radical a change in policy, we ought to satisfy ourselves that both assumptions are reasonably safe. It is my opinion that we can hold the members we now have, in fact gain several more, and can collect their dues promptly if *and only if* each such member not present at this meeting is approached by an authorized representative of the Association who can explain the necessity for the increase in dues and who can during the personal visit collect current, even back dues. Neither letters nor any other form of printed matter will sell the new idea to the absent elements of our membership. After the plan once gets going; after druggists find that by a single payment they cancel their financial obligations, and are shown that the new method distributes the monetary burden equally over all pharma-

cists; in other words, after the first year is passed, the plan should run smoothly. If the above described recommendation is adopted and my services as traveling solicitor are desired, I am willing to devote my time during July and August to a state-wide canvass of the sort mentioned. No remuneration other than traveling expenses would be expected or accepted, but I would have to be fully assured that the delegates here assembled really desire me to undertake the work.

EXECUTIVE COMMITTEE

In my judgment the Association would do well to amend Article III of the Constitution in such manner that the Executive Committee would hereafter be composed of the president, the first and second vice-presidents, the secretary-treasurer, the chairman of the legislative committee and two other members to be elected by ballot. It should also amend Article II, Section 2 of the By-laws which relates to the duties of the Executive Committee and extend them to include the following responsibilities:

1. Annually to revise the roll of members;
2. Investigate applications for membership;
3. Publish and send to each member a copy of the proceedings;
4. Report the names of members in arrears for two years;
5. Present appropriate notices of deceased members; and
6. Have general charge of and final authority over all matters pertaining to the Association between annual sessions.

It seems logical that the personnel of the Executive Committee should include the main officers of the Association, and that the committee should have a more active part in executing the affairs of the organization between meetings. Any proposition to alter the Constitution would have, of course, to be presented in writing, lay on the table for one year, and receive a three-fourths vote at a subsequent meeting in order to become effective, but the ends sought for this year

could be secured, first, by offering a motion to change the Constitution, and second, by having a tacit agreement to vote into membership on the committee only the list suggested above, and third by amending at this meeting by a three-fourths majority the clause in the By-laws relating to the duties of the Executive Committee. There are attached to this report two motions to make the changes just suggested in the Constitution and By-laws which will be read at this point if the members so desire.

A MOTION TO ALTER ARTICLE III OF THE CONSTITUTION OF THE N. C. P. A.

J. G. BEARD: I move that Article III of the Constitution be stricken out and that in its place be substituted the following:

"The Association shall have the following officers: a president, three vice-presidents, a secretary-treasurer, an assistant secretary-treasurer, and a local secretary, all of whom shall annually be elected by ballot and hold office until an election of successors; also an executive committee composed of the president, the two ranking vice-presidents, and the secretary-treasurer as *ex-officio* members, together with three other members annually to be elected by ballot."

The Article which it is proposed to eliminate now reads as follows:

"The Association shall have the following officers: a President, three Vice-presidents, a Secretary-Treasurer, and a Local Secretary; also an Executive Committee, consisting of five members and the Secretary-Treasurer *ex-officio*; all of whom shall be elected annually by ballot, and shall hold office until an election of successors."

A MOTION TO ALTER ARTICLE II, SECTION 2 OF THE BY-LAWS

J. G. BEARD: I move that Article II, Section 2, be so amended as to read as follows:

"The Executive Committee is charged with the following duties: the annual revision of the roll of members; the investigation of applications for membership; the publication and distribution to all members of the annual proceedings; the reporting at each annual meeting of members in arrears for

two years; the preparation of appropriate notices of deceased members; and it shall also have general charge of and final authority over all affairs of the Association which are not specifically provided for elsewhere in the By-laws."

The Section in question now reads as follows:

"The Executive Committee, of which the Secretary-Treasurer is an ex-officio member, shall have charge of the revision of the roll, the investigation of applications for membership, and the publication of the Proceedings. They shall report at each annual meeting the names of such members who have refused to pay their annual dues for two successive years. They shall present appropriate notices of deceased members. At least one copy of the Annual Report of Proceedings, as published by the Executive Committee, shall be furnished each member."

The substitute motion eliminates the statement about the Secretary-Treasurer being an ex-officio member, and adds more authority to the Committee.

AN ASSISTANT SECRETARY-TREASURER

It is to be noted that in the proposed amendment to Article III of the Constitution, a new officer was added—an Assistant Secretary-Treasurer. The reasons which seem to make such addition necessary are as follows:

(1) During the business sessions of the annual conventions it is imperative that the Secretary-Treasurer remain constantly at his desk in order to keep a true record of the proceedings. Frequently, however, outside calls of an official nature make advisable his absence for a time, and during such interval an assistant should take his place.

(2) Should the Secretary-Treasurer be prevented by illness or other causes from attending an annual convention some person familiar with the work and officially authorized to carry on the work, should be available as a substitute.

(3) Should the Secretary-Treasurer die, resign his position, or fail of re-election, the assistant, having become familiar with secretarial duties, would be available as a satisfactory substitute. In a much greater degree

than formerly, any successor to the Secretary-Treasurer should be familiar with the affairs of the office.

(4) Later in this report there is recommended a plan under the operation of which every convention delegate would be required to register and pay an entertainment fee. If the recommendation passes, a registration clerk will be necessary. Since he would collect dues, he should be an officer. An Assistant Secretary-Treasurer should be such officer.

(5) A few other pharmaceutical associations have assistant secretaries, Minnesota, for example, and find their services valuable. This fact furnishes precedent for this association to have one.

For the above reasons and others I recommend the creation of the office of Assistant Secretary-Treasurer, and suggest that it carry with it at first the nominal salary of fifty dollars a year. Should such recommendation prevail, there ought to be added to Article V of the By-laws still another section which would enumerate the duties of the Assistant Secretary-Treasurer. Consequently I recommend further that the following section to be known as Section 6, be added to Article V of the By-laws:

"The Assistant Secretary-Treasurer shall aid the Secretary-Treasurer in the performance of his duties, and in his absence shall act in his stead."

A REGISTRATION FEE

This association should adopt as a permanent policy the plan used by all national and many state pharmaceutical associations whereby every delegate and visitor is required to pay a registration fee that covers the cost of the entertainment he receives at each annual convention. Heretofore local druggists have cheerfully assumed the financial burden of entertaining the conventions as they were held in various cities, but the tax upon each one has been greater than many of them could afford to pay and larger than any of them should be expected to pay. Delegates ought to bear the cost of their own entertainment just as they defray their individual traveling and hotel expenses. I

recommend, therefore, that beginning with the 1925 meeting there be established a registration desk in charge of the Assistant Secretary-Treasurer, and that each delegate and visitor participating in the annual meeting be required to enroll his or her name on an appropriate record, pay the agreed upon fee, and receive a ticket and badge entitling the holder to the privileges of the meeting. The amount of such fee should be determined by the Executive Committee prior to each annual meeting. Should this recommendation become a rule of the Association, I believe we should have two forms of registration: one for visitors carrying with it a distinctive color or style of badge, and one for members carrying also a distinctive type or color of badge. Another thing, only dues-paid members, or at least members in arrears for not more than one year, should be permitted to register as delegates. A surprising number of people come to these conventions who are either not members or in arrears for three years, but who exercise full voting and entertainment privileges. It is practically always the case that they expect to join, if not already affiliated, or to pay their back dues, if they are members in arrears, but one thing or another operates to keep such intention from being carried into effect. The establishment of the above described registration fee would take care of that sort of situation, and would add many dollars each year to the treasury.

BUREAU OF EMPLOYMENT

The Secretary's office has continued to conduct the Bureau of Employment as a service feature of the Association, and has been able to place in positions a large number of drug clerks. As in previous reports of the Bureau's activities, so here too it seems well to complain again of the negligence of many druggists who ask our help in obtaining clerks but who fail to advise us after clerks have been secured. It is not so much that such neglect of an obvious courtesy imposes unnecessary work on the Bureau Secretary as the fact that false hopes are held out to applicants for positions which causes me once more to make com-

plaint. One druggist this past year hired the first pharmacist whose name we sent and then allowed us over a period of six weeks to send in ten other names without ever notifying us or advising the applying clerks that the job had been filled.

THE CAROLINA JOURNAL OF PHARMACY

THE CAROLINA JOURNAL OF PHARMACY is nearing the close of its second year as the official organ of this Association, and in the capacity of managing editor I wish here to make a brief report of its activities up to this point and say something of its future. Certain items of information will be mentioned first, however, as a sort of preface in order that every hearer may be fully advised about the publication.

The official title of the magazine is the CAROLINA JOURNAL OF PHARMACY. This name was formerly used to designate the quarterly published by the William Simpson Pharmaceutical Society of the University of North Carolina; in fact the present journal should be considered as the same publication under a different ownership. The frequency of issue is twelve times a year. It is not only the official organ of the North Carolina Pharmaceutical Association, but it has twice been adopted by the South Carolina Pharmaceutical Association as well, and is, therefore, the publicity medium for both organizations. In such capacity it goes monthly to every member of the two associations. The JOURNAL staff is composed of a managing editor, three associate editors in charge of distinct divisions, five assistant editors for the South Carolina section, and sixteen reporters. The policy of the JOURNAL is primarily to advance the interest of organized pharmacy in the two Carolinas, and secondarily to disseminate information about druggists and drug stores in this section. No attempt has been made thus far to enter into the technical or commercial fields of pharmacy since both domains are adequately treated of in the national drug magazines. The JOURNAL is sent without charge to every member of this association, and is mailed to every member of the South Carolina Association under a blanket sub-

scription plan authorized by the latter organization. Necessary revenue for printing charges is derived (a) from the joint subscription fee obtained from South Carolina; (b) from scattered subscriptions in this and other states; and (c) from the sale of advertising space. The latter provides the principal source of income. On August 31, 1923, the date which marked the end of the first year of publication, the JOURNAL had received a total of \$2,354.48 from all sources, had expended a total of \$2,156.41 for all purposes, and had on hand a cash balance of \$198.08 as working capital. The receipts mentioned can be summarized as follows:

From Advertising.....	\$1,988.74
From S. C. P. A. for Subscriptions	204.00
From Miscellaneous Subscriptions	32.00
From N. C. B. P. for Publishing	
Annual Report	111.80
From Miscellaneous Sources.....	17.94

Total\$2,354.48

Expenditures fell under the following heads:

Printing JOURNAL	\$1,893.49
Addressograph Co.	136.83
Postage	52.48
Freight and Express	16.88
Office Supplies	56.73

Total\$2,156.41

Cash Balance September 1, 1923...\$ 198.08

In addition to this Cash Balance on Hand there were accounts due the JOURNAL amounting to \$217.00. All of these accounts have since been paid.

During the past year the JOURNAL has been conducted along the same general lines as were followed during the first year of publication. The staff has received, however, a more generous coöperation than it had secured when I reported to you at Greenville, and the publication in consequence has widened in scope, heightened in interest, and increased in circulation. It seems a safe assertion now to say that the JOURNAL has established a place for itself, won the respect of the drug press, and obtained the regard of its readers. But it has

not reached anything like its possible degree of usefulness and it is in this connection that I want to ask for your advice and assistance. New departments or sections could be added to the publication; some now conducted might either be added to or subtracted from; certainly more contributors would add more diversity to the pages. During the coming year, for example, a Legislative Section, under the editorship of the Chairman of the Legislative Committee, should prove of value to the Association. A Commercial Section, conducted by the Chairman of the Trade Interests Committee, would doubtless be helpful. The delegates here assembled are the principal readers of the JOURNAL; they know what parts interest them most, what parts they skip over. If they will specify their preferences, the editors will know better how to pander to their tastes. Having struggled over the publication for two years, and having established for it a reasonable modicum of success, the managing staff wants the Associations at this convention to commit itself upon the future policies which the JOURNAL is to undertake. Will you not, therefore, be thinking of the sort of magazine you would like to see evolve out of the present publication, and when the committee having this report in charge reads its findings tomorrow, give voice to your ideas and feel free to make any recommendations which in your opinion would be helpful? The editors will not only appreciate your suggestions but they will endeavor to carry them into effect. Before leaving the subject of the JOURNAL one announcement should be made. Hereafter the editor will be glad to publish without cost any notice which any member desires inserted about stores for sale or positions or clerks wanted. A regular "Want Column" is to be added and the space will be free. Copy for any notices of this sort should reach the JOURNAL by the twelfth of the month.

A RESOLUTION COMMITTEE

Would it not be well for this association annually to appoint a Committee on Resolutions which would, before each convention,

meet together and decide on matters upon which the organization should take a public stand? The recommendations of the committee would be binding, of course, only after they were affirmed by the membership as a whole, but if a small group gave intensive thought beforehand to the position which the Association should take upon affairs of general concern, then the delegates in regular session would be provided with a carefully thought out program which they could accept, amend, or reject as their collective judgment dictated. If such a committee had been functioning previous to this meeting, it doubtless would have taken cognizance of such matters as "Drugless Drug Stores," the inclusion of whisky in the new pharmacopoeia, the practice of certain manufacturers seeking sale through grocery stores of remedies for disease, the custom of some proprietary manufacturers who charge more than two, four and eight dollars for preparations carrying a printed label price of twenty-five, fifty or one dollar, the burdensome taxes levied against druggists by municipal, state and federal governments, the indiscriminate use of the word "drug" by newspapers when reference to narcotics is made and the sale of aspirin by general merchants. These and other matters affect vitally the retail druggist of today and such retailers through their official organization should voice a protest against such of the above practices as meet their disapproval.

HISTORICAL SEARCHERS

During the past year my office has continued its efforts to locate photographs of and biographical information about every member of the Association who has taken any kind of leading part in its affairs. Until this work was undertaken there was available practically no data concerning even the past presidents of the organization, or members of the Board of Pharmacy, much less about members who have not presided. The Association had in its archives photographs of only eight of its forty-five presidents and no photographs of any one else. It had no biographies of any of its members, past or present. Today, as a result of

patient search and innumerable letters, the organization is possessed of complete historical data and photographs of thirty-five former presidents. We also have photographs but no biographical information of five other past presidents. In increasing manner such information will be valuable. There is still lacking photographs and facts concerning the following members who have taken a prominent part in the work of the Association: W. H. Wearn, H. R. Cheers, A. Bradley, R. H. Jordan, T. C. Smith, J. S. Pescud, A. S. Lee, A. J. Cooke, G. E. Burwell, E. H. Meadows, John Tull, W. C. Porter, O. M. Royster, F. S. Smith, and W. W. Horue. If any member knows where we could secure information about and pictures of any of these one-time officials, he is requested to communicate with the Secretary's office. If the JOURNAL continues to exist and to follow its monthly custom of printing photographs and sketches of all active members of the Association, and if data about the above-named members can be obtained, then, with the help of the proceedings, the complete history of the organization can be preserved permanently.

In connection with these historical researches mention must be made of the fact that a complete alphabetical list has been made of all members of the Association from 1880-1916, the list showing when each member was licensed, when he affiliated with the Association, and the various offices held by each one in the organization. The work of bringing this list down to the present time will go forward as rapidly as possible.

BOARD OF PHARMACY APPOINTMENT

In accordance with the usual custom His Excellency, Governor Cameron Morrison was informed of the election by the Association of Mr. F. W. Hancock, of Oxford, to membership on the North Carolina Board of Pharmacy, and in compliance with our request he commissioned Mr. Hancock to succeed himself on the examining board, the new term of office beginning on April 28, 1924, and continuing to the same date in 1929.

CONCLUSION

There are a number of other matters I would like to bring to the attention of the assembled delegates, but this report has already reached a length beyond which I fear to go. However, the recommendations in the foregoing report should be brought together and read in summary.

A RESUME OF THE RECOMMENDATIONS MADE

1. That the annual proceedings hereafter be printed as one number of the CAROLINA JOURNAL OF PHARMACY.

2. That all members in arrears for longer than two years be dropped from the roll.

3. A change to a smaller form of membership certificate which would be issued annually.

4. The abolition of the initiation fee or else a reduction in amount from \$3.00 to \$1.00, involving a change in Article III, Section 3 of the By-laws.

5. An increase in the annual dues to five and twelve dollars respectively.

6. A change in the personnel of the Executive Committee, so that the main officers of the Association would be represented thereon; as well as an enlargement of the responsibilities of the Committee. Such change would necessitate an alteration in Article III of the Constitution and in Article II, Section 2, of the By-laws.

7. The establishment of a registration fee to be paid by each person participating in the affairs of the annual conventions.

8. The creation of the office of Assistant Secretary-Treasurer, involving the addition of a new section to Article V of the By-laws.

9. The creation of a Resolution Committee.

I wish, in concluding, to voice the deep appreciation I feel for the kind manner in which President Lee and the other officers of the Association have helped me during the past year. I want also to record officially the splendid service which Miss Alice Noble has rendered the organization, and after saying that without her sympathetic help I would have been unable to carry through the heavy work of the office, offer her my sincere

thanks. Lastly, I want to request that the Committee having this report in charge be permitted to announce its findings on the second day of the convention instead of at the last session as has heretofore been the case.

Respectfully submitted,
(Signed) J. G. BEARD,
Secretary-Treasurer.

Upon motion of Mr. C. B. Miller the Association by a rising vote recorded its thanks to the Secretary-Treasurer and to the staff of the CAROLINA JOURNAL OF PHARMACY.

This report, on motion, was referred to the following committee for consideration and audit: Messrs. I. W. Rose, J. P. Stowe, and C. B. Miller.

This committee, at a subsequent session, reported that it had found all books, vouchers, and financial statements correct; also that its findings on the recommendations made were as follows:

- Recommendation No. 1. Approved.
- No. 2. Approved.
- No. 3. Undecided.
- No. 4. A reduction in fee to \$1.
- No. 5. Approved.
- No. 6. Approved.
- No. 7. Approved.
- No. 8. Approved.
- No. 9. Approved.

As each recommendation was read and the committee announced its approval, there was general discussion by the members and a vote taken for acceptance or rejection. The whole matter can best be made clear and space saved by saying that the Association voted:

1. To have the annual proceedings published hereafter as one number of the CAROLINA JOURNAL OF PHARMACY.

2. That members in arrears for longer than two years be dropped from the rolls.

3. That the large certificate of membership be continued in use, and in addition an annual renewal certificate be issued to dues-paid members.

4. The initiation fee shall hereafter be \$1. instead of \$3.

5. The annual dues shall hereafter be \$5. and \$12. instead of \$3. and \$5, the first fee being paid by members having no financial interest in a drug store, and the second fee being paid by proprietors.

6. The members, by majority vote, decided to change Article II, Section 2 of the By-laws in accordance with the recommendation of the Secretary-Treasurer. At this point Secretary-Treasurer Beard presented his motion to alter Article III of the Constitution in such manner as to make the main officers of the Association *ex-officio* members of the Executive Committee. Upon suggestion he agreed to change the wording of his motion so that the Assistant Secretary-Treasurer (a new office created by the motion) would be appointed by the Executive Committee instead of being elected by the ballot of the members. The altered motion having been seconded will be left on the table for one year and then voted upon. In revised form it reads as follows:

“The Association shall have the following officers: a president, three vice-presidents, a secretary-treasurer, an assistant secretary-treasurer, and a local secretary, all but one of whom shall annually be elected by ballot and hold office until an election of successors; the assistant secretary-treasurer shall be appointed annually by the Executive Committee. The Association shall also have an executive committee composed of the president, the two ranking vice-presidents, and the secretary-treasurer as *ex-officio* members, together with three other members annually to be elected by ballot, all of whom shall hold office until an election of successors.”

7. It was voted to establish a registration fee to be paid by each person participating in the affairs of the annual conventions. The amount of such fee will annually be fixed by the Executive Committee.

8. A new section, Section 6, was by vote added to Article I of the By-laws. It reads as follows: “The Assistant Secretary-Treasurer shall aid the Secretary-Treasurer in the performance of his duties and in the absence of the latter shall serve in his stead.”

9. There will hereafter be a Resolutions Committee appointed by the president.

After the above-named committee had concluded with its findings and the members had voted upon the recommendations made, the president called upon Mr. F. W. Hancock, of Oxford, for his report as Secretary and Treasurer of the North Carolina Board of Pharmacy.

Mr. Hancock's report will be found in another section of this volume of proceedings. Upon motion the president appointed Messrs. Clyde Eubanks, Loamie Gilbert, and R. K. Blair as a committee to audit the report. At a later session the gentlemen named brought in their findings in the following words:

“We, the undersigned committee, have examined the books and vouchers of F. W. Hancock, secretary and treasurer of the N. C. Board of Pharmacy and found them correct with the exception of three small errors made in transposition which have been corrected.

(Signed) CLYDE EUBANKS, *Chairman*,
R. K. BLAIR,
L. GILBERT.”

The next order of business was the report of Mr. G. K. Grantham, Chairman of the Finance committee.

REPORT OF G. K. GRANTHAM, CHAIRMAN OF THE FINANCE COMMITTEE

June 27, 1924—By collection to	
date	\$2,169.50
June 27, 1924—To Dr. Bowman and	
expenses	2,197.12
June 27, 1924—By balance on hand	27.62

One hundred and ninety (190) druggists mailed in the contributions we received. The Committee is still due Mr. Bowman salary for two months.

(Signed) G. K. GRANTHAM.

President Lee, upon motion, appointed the same committee to audit Mr. Grantham's books as audited the report of Treasurer Beard. This committee subsequently reported as follows:

“We, your committee, have examined the books of G. K. Grantham, Chairman of the Finance Committee, and find them correct.

We note that Mr. Bowman is due salary for May and June amounting to \$350. and that the Chairman has on hand \$27.60."

(Signed) I. W. ROSE, *Chairman*,
J. P. STOWE,
C. B. MILLER.

At this point Secretary Hancock asked permission to announce that Mr. M. B. Melvin, recently graduated from the University of North Carolina, had been awarded the Beal Membership prize by reason of having made the highest general average before the N. C. Board of Pharmacy.

Mr. Chas. D. Jordan, of Georgia, was extended the courtesies of the floor, and in a few words expressed his pleasure at being present and congratulated North Carolina upon thus far being relatively unaffected by the boll weevil ravage.

There being no further business, the convention adjourned at 4:38 p. m.

NOTE

On Tuesday evening, Professor E. V. Kyser, of the School of Pharmacy at the University of North Carolina, delivered a very interesting and instructive illustrated lecture on American-made Volatile Oils. This lecture, originally scheduled for the first session, was postponed until evening in order that the lantern slides would show to greater advantage in the darkness and in order also that the ladies attending the convention might have an opportunity to hear Professor Kyser talk. The lecture was profusely illustrated with pictures of oil-producing plants and of apparatus employed in extracting the oils.

THIRD SESSION

Wednesday Morning

The third session was called to order by President Lee at 10:20 a. m.

At Mr. C. B. Miller's suggestion everybody in the audience rose and sang "My Country 'Tis of Thee."

Upon motion of Secretary Beard, the Association re-affirmed its resolutions of previous years endorsing the Kelly-Stephens or Merritt Bills still pending in the national congress which seek to bring about standardized prices.

At this point the president turned the meeting over to Chairman Tarkenton, of the Papers and Queries Committee.

CHAIRMAN TARKENTON: You and I have met here for a common purpose; we are interested in the same problems; we are bound together in a common cause which is to build up and strengthen the profession of pharmacy. If we can at this meeting explore a few of the many fields of opportunity, our meeting will have served its purpose and we can go home knowing that our efforts have not been in vain.

Far be it from me to exaggerate the evils that confront the drug business; far be it from me to say to you how you shall run your stores; and far be it from me to advocate anything that would be detrimental to pharmacy. I simply have some topics I want you to discuss freely and afterwards to act upon vigorously. These topics are not new but all of them relate to vital subjects.

We must build an association which, never knowing completion, will advance continually to meet advanced conditions. Some of us may have dreamed of ideal conditions in the drug business, but most of us have drifted with the tide, have seemingly been indifferent to the dangers that confront us. Such evils as price cutting, chain stores, drugless drug stores, itinerant vendors, dispensing physicians, inefficient clerks, indifferent clerks, nuisance taxes, endless reports, etc., are matters that call for action. The time has come for every druggist to stand up for his rights and defend himself against the unjust methods that are employed in getting business.

We should advocate and carry out laws that will advance our profession. We druggists should not lag behind in the wonderful strides our State is making in all lines of endeavor. But while striving for commercial prosperity, let us be leaders in the progress of North Carolina.

Here is a partial list of the Queries that will be brought up for your discussion: the Clerk Problem; the Cut Rate Evil; the Business Needs of Pharmacy; Pharmacy for Pharmacists; Unfair Trade Practices; Dis-

pensing Physicians; "Boot-leg" Wholesale Houses; Dollar Day and the Druggist; the Relationship of the Wholesale and Retail Druggists; Discounts to Hospitals, Physicians, Nurses, etc.; Mid-winter meeting of the N. C. P. A.; One Hundred Percent Organization; Coöperative Advertising, etc., etc. I ask you to give this part of the program your undivided attention. The combined and best thought of us all is needed in the future as it has been needed in the past.

We will open this morning's session with a paper by Professor J. G. Beard.

PROFESSOR BEARD: I hesitate to read this paper because of its great length; I feel even now that I should spare your patience the strain of such an extended recital. However, please bear with me for a time.

A CHAMPIONSHIP OF PRESENT-DAY PHARMACEUTICAL PRACTICE AND A CODE OF WORKABLE BUSINESS ETHICS

By J. G. BEARD

Part I

Something more than a decade ago there gained in volume a plaintive cry first heard in the eighteen hundreds that pharmacy was losing its professional, scientific and ethical aspects, and was degenerating into a commercial enterprise engineered largely by men thinking more in terms of profit than in terms of unselfish service. The idea appalled older members of the retail trade who believed that they had been carrying on a strictly ethical undertaking, and who could not reconcile themselves to any departure from the customs they had inherited and had perpetuated. Analysts by the score rushed into print to explain the fading emphasis on professional practice, and pessimists by the hundreds voiced the certainty that pharmacy was headed straight for the rocks. The phrase, "What is the Matter With Pharmacy?" became the prevailing note in papers read at conventions or printed in the drug press, seeming apparently to spring from a universal assumption that because retail pharmacy had altered greatly and was still altering, such change necessarily car-

ried with it something ominous, something wrong. This highly vocal pessimism continued for several years—continues even yet in some quarters—but gradually the hysteria gave way to a stoical acceptance of the new order of things, until now nearly everybody is reconciled to, even if not satisfied with, a pharmacy that is mostly mercantile in nature. My idea in this paper is not to lament but rather to champion the change referred to, and to say something in substantiation of the claim I here and now make that the drug business of this very minute is on a plane as high as any station which pharmacy has ever occupied.

Mankind is prone to throw glamorous haloes around orders, events and men that have safely gone into the limbo of history. Time eliminates the errors and passing years bring into high relief the glories of things and persons antecedent to the particular generation engaged in passing judgment. Just so do druggists of today invest their calling in its earlier years with ideal qualities in which they take reflected pride and out of which they weave conclusions satisfying to themselves. Unquestionably the pharmacy of olden years had its virtues, and we do well to enshrine them in our memory, but equally without question it had some characteristics identical with those which in modern pharmacy we condemn. The pharmacist of a century ago set up shop to sell goods at a profit in order that he could secure sustenance for himself and dependents. There was nothing objectionable in such a purpose but was there anything particularly laudatory about it? If there was, credit the beginning proprietor of 1924 with precisely the same commendable even if elemental motive. The difference in the character of the goods sold in the far back time and now is more quantitative than qualitative, however opposed this statement is to general thought. Just as drugs and prescriptions then constituted two items of business, so do they now, and just as side lines were handled then, so are they now. If side lines in drug stores of a hundred years ago were fewer in sort and bore a smaller ratio to volume of sale than custom now decrees, they

were nevertheless as unrelated to disease and drugs as anything displayed in the shops of this age. Their paints, dyes, seeds, stationery, tobacco, perfumes, etc., were just as foreign to drugs as are our sodas, cutlery, magazines, photographic supplies, etc. If any odium attaches to the sale of side lines, the blame should fall upon our revered predecessors because the original sin was committed some six generations back, and we have but followed precedent and principle. The old time druggist manufactured the majority of the medicines he sold, while his descendants purchase ready-made most of the remedies nowadays handled in drug stores. This fact is employed to bemean present practice when it should be cited in praise of progress, and as something typical of twentieth century thought. It is a truism to say that the present is an era of specialization, particularly in the case of Americans. Whether in the trades, in manufacturing, or in the professions, one type of worker chooses or is chosen to do one particular thing rather than a medley of things so that my *intensive* rather than *extensive* application he becomes perfected in his own comparatively narrow field of effort. Modern medicine has advanced far from its modest beginnings, and has become so complex in nature and so ramified in its branchings that specialists are required for each of the numerous subdivisions that have gradually evolved out of the one-time single form of practice. In a similar manner, pharmacy has gone far beyond the confines that formerly held it to a narrow scope. To keep pace with the progress of the healing art, it had to separate itself into parts and entrust each part with specially equipped masters. Thus there have developed distinct fields in pharmacy, some so far removed from the original apothecarial science as to get divorced in our thoughts from the pharmacy we have in mind when we say the word. Whereas in former times but two groups were concerned in getting a drug from its native source to the sufferer for whom it was intended, we now find ten groups necessary for the responsibility. And right here we are apt to lost sight of a perti-

nent fact: each of the ten groups is engaged in a branch of pharmacy! It is not customary to call them all pharmacists since that title is reserved for the members of the last link in the chain of production, but all are nevertheless pharmacists in the broader meaning of the word. A plant is pulled in Asia by a Collector, examined for merit by an Inspector, sent to America by an Exporter, received in New York by an Importer, assayed for strength by an Analyst, ground to powder by a Miller, made into a Galenical by a Manufacturer, sold to a distributor by a Traveling Representative, sent to a drug store by a Jobber, and finally made into a prescription formula and sold by a Retail Druggist. From the time that drug was taken from its native environment until it was delivered for use in disease, no other agencies were in play than those belonging to pharmacy. Thinking of the matter in this light, we see how necessary it is that present day retail pharmacists confine the major portion of their energies to their own phase of drug distribution, and we also see that pharmacy has not degenerated in any manner but has responded gloriously to its obligations in the crusade against disease.

It may be objected just here that only retail drug stores were in mind when charges were made that pharmacy no longer receives or merits the high esteem it formerly enjoyed in the minds of the public and in the hearts of its own practitioners. Now what specifically is in the bill of indictment brought against retail pharmacy? First, that it is no longer a profession; second, that it no longer is ethical; third, that it has lost its dignity as a calling and has descended to the level of a mere trade; and fourth, that the aims actuating its followers are altogether without idealism, are in fact purely mercenary. Suppose we examine each of these charges and determine whether or not the premises upon which they are based are sound and whether or not the conclusions drawn therefrom are justified. We will take them in the above order.

(1) Is retail pharmacy a profession? The answer is no, if you are speaking of the learned professions, since only theology,

law, and medicine belong in this classification; the answer is yes, if you are using the term "profession" in its broader sense as when speaking of engineering, for example. Unless the word profession is prefaced by the qualifying adjective "learned," one should define it as meaning *a calling in which one professes to have acquired some special knowledge used by way either of instructing, guiding or advising others or of serving them in some art*. Retail pharmacy can certainly qualify under the provisions of the above definition which was taken from the latest unabridged edition of Webster's Dictionary. Personally, however, it is a matter of indifference whether retail pharmacy is called a profession or not. It has in it elements of a trade, but so has the exchange of service for money as carried on by lawyers and physicians for that matter. Suppose we compromise the question and call retail pharmacy a business? Using the conception of this word that shall later on in this paper be brought out, we could be contented with the dignity and honor that the term "business" implies and withdraw all claim to the more debatable word "profession."

(2) Has retail pharmacy lost its right to be called ethical? A substitute question must be interjected here before the above query can be answered. The substitute is this: Has retail pharmacy ever been ethical? Ethics, it must be understood, is a matter of morals; it is a principle of practice and a practice of principle. The ratio of drug or prescription sales to total volume of business has nothing whatsoever to do with ethics. When druggists give honest service and genuine values; when they avoid substitution and unfair practices; when they hold inviolate the confidence of customers and protect the interests of physicians; and when they approximate an observance of the golden rule in their competitive relationships with each other, then they have conformed to every ethical requirement.

A century ago pharmacists in the main were impelled by an inner spirit or a moral consciousness along a course which was ethical by any standard of judgment. Right

now too, druggists in the main are honorable in their dealings, scrupulous in their transactions, and aboveboard in their relationships with each other. Merely because competition between druggists is keen nowadays when formerly it was comparatively non-existent, and because there has resulted in consequence a different, a more intensive type of rivalry, one is not to suppose that drug ethics died with the fading out of the old order. On the contrary, it is more conspicuously outstanding today than ever in the history of the drug business. Challenge this declaration if you like, but before doing so read carefully the literature of earlier times, search carefully for evidence of ethics, and point out a single event, or record, or individual action, that will disprove the claim here made. Every man then was a law unto himself; there was no code of professional conduct, no effort to associate ideas, no collective attempt to promote the public health, and no evidence or record or proof was put into print that would lead one to believe any system of ethics prevailed. We may assume on the part of these pharmacists a rigid resolve to act circumspectly, and towards each other in a moral manner, as well as to give to the job in hand the best they had to give, but further than this a claimant cannot go. Compare such a condition with the order of today, freeing your mind of prejudice against contemporary developments, and your conclusions will coincide with mine. We, too, give of our best to the job we have in hand, and that best is incomparably superior to the superlative of earlier days. Medicines now, in quality, reliability, appearance and taste approximate the perfect; organizations by the score, local, state and national, have been set up so that by multiplied, unified efforts the science of retailing and hence drug service to patrons may be improved; regulatory laws, initiated by ourselves, have been enacted to make certain an increasingly higher order of pharmaceutical excellence, and to guarantee proper protection to users of drugs; codes of moral conduct have not only been framed to guide us in our relationships with each other but these codes are by the

majority being observed in spirit and in letter. These things were not forced out of or upon us, but they issued instead from an inherent ethical impulse that is more vitally alive today than ever in the history of pharmacy. Has retail pharmacy sacrificed its claims to ethical practice? Emphatically no!

(3) The third charge is that retail pharmacy has lost its dignity as a calling and has become instead a mere bartering institution—a trade and nothing else. Here is a subject possessing potentialities of unlimited argument and one over which so many words have already been spilled that I hesitate to add to the flood. Presumably the charge, like the one having to do with ethics, had its birth when druggists ceased manufacturing their own preparations and gained its growth as druggists began adding heterogeneous side lines to their business of drug dispensing. If, in order to be dignified, a calling must perpetuate all the practices of its parentage, and if any undertaking laying a heavy emphasis on buying and selling is a trade, then the above indictment is just and retail pharmacy is guilty. Certainly we cannot claim longer to be the elaborators of our own formulas, and certainly our varied departments are mercantile meddles. Manufacturing specialists have relieved us of the former responsibility, while exacting customers and the urgencies of competition have made necessary the latter additions, but what has all this to do with dignity? And when did the art of prescription compounding become reduced to a trade? This whole question is so closely interwoven with the fourth charge against present day retailing, viz., about druggists themselves being without idealism and actuated altogether by mercenary motives, that it seems well to link the two discussions together. Right here we should recognize that the arguments on these questions take their start from the definitions of the four words Dignity, Trade, Idealism, and Mercenary. Depending upon how one interprets these words, conclusions are reached favorable to or adversely critical of the drug business as now conducted.

Dignity is the state, character, or quality

of being worthy or honorable. Retail pharmacy is essential, possesses merit, is worthy of respect, entitled to honor, and is, therefore, a dignified calling; a short but sufficient refutation of the slander.

A Trade is a mechanical employment which is carried on not necessarily with machines but in a machine-like or automatic manner, as distinguished from one of the arts in which there is skill in the adaptation of things in the natural world to the uses of human life; or else a Trade is a business *limited* to the exchanging of goods by barter, or to buying and selling for money. While retail pharmacy has in its practice certain elements of a trade, it has other qualities that take it very definitely out of the category of a trade. The most appropriate title for modern retailing is Scientific Business.

But to pass on: What is Idealism? It is the practice of forming and living under the influence of ideals. An ideal is a standard of perfection, of beauty, or of moral or physical excellence; it is a perfect type, whether a reality or only a conception. There is a vast difference between having ideals and being an idealist. Bearing such distinction in mind, one is quite correct in saying that the average—not all but the average—retail druggist practices idealism, which is but another way of saying that he has standards of perfection and lives up to such standards.

Finally we have the word Mercenary. What does it mean? It means serving merely for pay or reward or pecuniary advantage. Are retail pharmacists as a class mercenary and do they serve merely for pay? If the English language had a more forceful negative than "No," I would use it in answering this question. Lacking something more emphatic for use in denial, I shall simply state that retail druggists are mercenary only if all public servants are similarly motivated. The charge is really too baseless and unfair to dignify it with plausible argument.

In summary then we may say, first, that retail pharmacy has a reasonable right to be called a profession, but is contented with the title "Scientific Business;" second, its

practices are now as always ethical; third, it possesses dignity; fourth, it is not a trade; fifth, it has ideals; and sixth, its practitioners are no more mercenary than are the members of the learned professions or other callings. All of which brings me to the second part of this paper.

Part II

It was said just above that retail pharmacy is a scientific business. I want here to dwell upon its obligations as a business, and suggest a code of conduct that can be followed to the advantage alike of the pharmacist and the public. This code, modified somewhat to make it appropriate to pharmacy is otherwise identical with the "Principles of Business Conduct" recently framed by a committee of the United States Chamber of Commerce. Much that will be said in the following paragraphs is inspired by an article in *The Nation's Business*, written by Judge Edwin B. Parker, who was chairman of the body that framed the "Principles" just mentioned. At times whole paragraphs will be lifted bodily from Judge Parker's article and given a place in this paper; at other times his ideas will be rephrased and presented.

At the outset it seems necessary to get clearly in mind the functions of the drug business as well as to clarify its obligations to the community. Briefly these are to procure intelligently and distribute efficiently not only the material agents necessary in the prevention, palliation, and cure of disease, but in addition meritorious substances and articles necessary to the comfort and pleasure of health. This duality of function, seemingly unrelated but joined by long custom, requires the exercise of scientific skill and commercial ingenuity, and its successful performance constitutes a high order of public service—contributes really to the happiness of life. Its direct reward is individual profit, but it is important that the function of the drug business should not be confused with the motives which may prompt an individual to engage in it. If a man has ability and employs it unremittingly and efficiently, he may make money whether he is engaged in the business of pharmacy or in the pro-

fessions of law or engineering, but making money is not the sole reason for, nor the measure of, his success. The drug business in the abstract, as distinguished from the individual enterprise, must have a basic purpose, which is to provide for certain material needs of humanity. The immediate end may be profit to the individual engaged in serving the public, but whenever retail pharmacy ceases to perform the basic function of business, then it is no longer entitled to exist. A livelihood and, where practicable, a competency is due every man, but the drug business owes no person a living merely because he elects to engage in it. On the contrary druggists, like all other members of society, enjoy an individual and a corporate protection and an equality of opportunity which cause him to owe civilization a debt which can be discharged only by increasing the wealth or promoting the health of the world; or by putting into life more than he takes out—by producing more than he consumes. The slothful, who use not their talents but bury them, should, through the operation of economic law, have taken from them even that which they have, further to enrich those who have most and who have demonstrated their capacity and willingness to exercise the godlike power of creating and producing, adding through spiritual, mental, or physical effort to the wealth of the world. Wealth so produced is property, the title to which inheres in the producer, increasing his capacity further to produce and his corresponding responsibilities to his fellow-man.

In the early history of retail pharmacy, the purely business side of the enterprise was subordinate to the professional; the activities of an individual pharmacist were limited to a relatively small area; and all business intercourse was personally conducted as between acquaintances. Such conditions no longer prevail: in fact the very reverse of the above is now a fact. It would be untrue to say that the professional side of retail pharmacy has in any qualitative sense become incidental or subordinate to the business side, but it is correct to say that such is true in a quantitative sense. It follows as a practical consequence that the

major amount of a druggist's time, thought, and talents must be directed nowadays to the purely commercial phases of the business. Again, modern drug stores, particularly the greater ones, far from limiting their area of activity to their immediate environs, reach out farther and farther for business, and cater to and win the trade of a clientele distantly placed and personally unknown to any member of the sales force. It becomes necessary, therefore, to recognize that confidence and good will are to a greater degree than ever before indispensable assets in permanent business. The measure of a drug store's success is not in the number of customers who buy something *once*, but in the number who *repeat* their buying regularly. Any shrewd merchant can attract any particular customer for one sale, but only an honest merchant who recognizes that the very essence of successful selling is scrupulous accuracy in the representation of product can hope to *hold* the trade of the buying world. Implicit confidence between producers, distributors and consumers is the bulwark of modern commerce. The greater the business, the greater its need for confidence and good will in order to endure. Hence

Rule 1. The foundation of business is confidence, which springs from integrity, fair dealing, efficient service, and mutual benefit.

In order for a retail drug business to prosper, in fact to exist, the owner must realize the cost of his goods, plus a safe reserve, plus a fair profit. Efficient management is entitled to reasonable rewards. The risks in the drug business are not equalled in any other form of retailing; they are diverse for proprietor, manager, and all employees; capital and health are continuously endangered. Any losses resulting from such risks must be borne, not by the public for whose benefit they were taken, but by the business running them, and such business in turn is entitled to a compensation on the gamble. And too, it is to the public interest that drug stores should accumulate a reserve large enough to enable them successfully to

continue performing their service, notwithstanding adverse conditions or general depression over which they have no control. But, on the other hand, the policy of charging "all the traffic will bear" if in excess of a reasonable profit is economically an unsound principle. In unusual instances it may bring temporary prosperity, but no permanent good can come of such a course since sooner or later an outraged public will penalize the practice. A better policy is to keep stock moving, the overhead down, the volume up and realize profit from multiplicity of sales. Hence

Rule 2. The reward of the drug business for service rendered is a fair profit plus a safe reserve commensurate with risks involved and foresight exercised.

Four elements have a common focus in retail pharmacy: capital, management, employees, and the public. Each of the four has obligations to itself but each also has obligations to the other three. No business is entitled to survive, much less to prosper, until it discharges its responsibilities to all four. Enlightened self-interest should prompt each class to deal fairly with the others, because to do so pays in the end. When owner, manager, clerk and customer add to their motive of gain an earnest desire to be of service each to all others, there is then born a spirit of harmony and coöperation which is happy and profitable in its effects. Hence

Rule 3. Equitable consideration is due in the drug business alike to capital, management, employees and the public.

Coöperation between retail druggists which looks to the promulgation and maintenance of sound standards of business conduct, and to the acquirement and dissemination of knowledge essential to the intelligent conduct of the business under such restrictions as will prevent abuses, is in the public as well as the private interest. Predetermined policies, framed without ulterior motives; voluntary in their application; based upon sound economic theory; and exercised to enable the drug business effectively to discharge its true function to public and

practitioner, are both lawful and laudable. No creed or code can or should be static. The complexion of an act changes when its application to changing conditions brings a changed result. Therefore, what is ethically and economically sound and legal today may be unethical, impractical and illegal a generation or even a decade hence. No group of men, however intelligent, carefully picked and farsighted, could formulate doctrines for the drug business that would for long be useful. Today's demands are tomorrow's discards, and only by regular and frequent counsel can plans of activity and formulas of procedure be framed and altered with changing circumstance. Individual initiative, while valuable *per se*, is wasted in the drug business if not supported and enlarged by correlated mass endeavor. No calling can realize or attain its legitimate entitlements unless the human components not only agree upon but carry through certain programs necessary to a successful existence. In no other way so well as by means of organized associations can such programs be carried to satisfactory conclusions. Hence

Rule 4. Lawful coöperation, operating through regularly constituted and conducted associations, is essential to the welfare and progress of the drug business.

Today as never before it is vital that druggists have an intimate knowledge of every phase of their business. Statutory requirements in twenty-odd states make obligatory the acquirement of technical skill in manipulative pharmacy, but only a self-imposed law can make a druggist acquire a knowledge of business facts. No enterprise can be safely conducted, in its own or the public interest, on guesses or inaccurate information. It will fall short in its several duties if it does not constantly improve the service it renders in quality, quantity and in costs. Such improvement can only be gained by constant and intensive study. Therefore,

Rule 5. Knowledge—thorough and specific—and unceasing study of the facts and forces affecting the drug

business, are essential to a lasting individual success and to efficient service to the people.

No business can realize its potentialities of success unless it is started and conducted as a permanent rather than as a day-to-day enterprise. A drug store operated without regard to the future is a drug store that can have no future. The establishment of confidence, good will and a reputation for excellence of service and fair dealing is essential, but it has a slow development. More druggists than should seem to regard their stores as mushroom affairs from which quick profits must be obtained irrespective of permanent profit, which is the only kind on which a store can thrive. Such a short sighted policy is opposed to good business, wherefore

Rule 6. Permanency and continuity of service are basic aims of business, in order that knowledge gained may be fully utilized, confidence established, and efficiency increased.

Whether in office, store or plant, workers of every type—inventive, managerial, and manual—should be so employed that each individual has every opportunity that the business and his position make possible to increase his ability to serve and the value of the service he renders, to himself, to the business, and to the public through the business.

Rule 7. Obligations to itself and society prompt the drug business unceasingly to strive toward continuity of operation, bettering conditions of employment, and increasing the efficiency, the opportunities and the rewards of individual employees.

Contracts should be entered into cautiously, and recognition taken of the fact that no contract is a good one unless good for both parties to it. After being made, a contract should be faithfully and fully performed regardless of the immediate consequences due to changed conditions or other causes. Upon this principle rests the security of all commerce. Therefore,

Rule 8. Contracts and undertaking, written or oral, are to be performed in letter and in spirit. Changed conditions do not justify their cancellation without mutual consent.

In few other forms of business is it so necessary as in retail pharmacy that all claims made as to the value of goods be based on fact. The druggist, more than any other merchant, possesses the confidence of the public. To violate this confidence is as dangerous economically as it is wrong morally. Hence

Rule 9. Representation of goods and services should be truthfully made and scrupulously fulfilled.

Competition in every field of effort not only spurs to greater endeavor the particular enterprise engaged in it, but it increases the benefits to the recipients of that enterprise's service. The keynote of American business is competition: it is called the "life of trade." But unfair competition is intolerable; the seeking of a business advantage through efforts which harm a competitor is unethical; charges against and insinuations about a rival are in bad taste. If a drug store cannot command trade because of the excellence of its own products and service rather than because of the shortcomings or misfortunes of its competitors, it had better be placed under more effective management. "Knocking" deserves and will receive the unqualified condemnation of all right-thinking men.

Rule 10. Unfair competition, embracing all acts characterized by bad faith, deception, unjust and unfounded criticism is despicable and a public wrong. Business will rely for its success on the excellence of its own service.

Sound business policy requires the speedy and amicable settlement of all controversies between employer and employe, between buyer and seller, between producer and distributor, and between competitors.

Rule 11. Controversies will, where possible, be adjusted by frank discussion and voluntary agreement.

Retail pharmacy requires and rightfully demands unhampered opportunity for existence and expansion. Having as it does a vital relation to the public health, it is in the interests of safety that certain restrictions be thrown around its practice, but these restrictions should go only so far as to regulate and not to throttle legitimate business. It must be admitted that an occasional druggist will carry on methods and practices designed to secure immediate gains without regard to their effect on the general public or to the ultimate effect on his own store, but it is neither in keeping with principles of justice nor in harmony with the foundations of American government for the acts of a few far-spaced individuals to be construed as the course which the other members of their group might be expected to pursue unless handcuffed by ropes of regulation. The drug business impatiently resents legislation of such a character just as it welcomes wholesome laws intelligently worded and humanely enforced which have for their avowed and actual purpose the furtherance and protection of the public health. Having tried in every way consistent with honor and dignity to get removed from the statute books of the states and from the regulations of federal bureaus those enactments and decisions which hopelessly hinder and fail to better the conduct of the drug business, the industry has one procedure left. At first blush it appears identical with what has been almost universally customary, but reflection will disclose a difference. Instead of continuing to ask law-makers to cancel unnecessary and burdensome legislation, which in the light of past events would be futile, suppose the drug business resolved itself to regulate, restrict and control those few of its own members who give excuse for the passage of hindering and hampering laws, what would be the result? The first fruits, of course, would be the stoppage of impending legislation which now looms large as a threatening development; the second result would be a public sympathy, respect and support that would eventually force a cancellation of what had been proved to be totally unnecessary re-

strictions thrown around a law-loving, law-abiding industry. Hence

Rule 12. The drug business should so conduct itself and regulate its members that a deserved and inspired public confidence would render impossible unnecessary and hampering regulations and restrictions.

Every one of the above twelve rules of principles of business conduct have their source in motives of enlightened self-interest. Still they are permeated with ideals reduced to practical terms. The drug business is in a state of flux out of which will issue something unexistent yesterday and unborn today. It is in our hands to determine whether this something shall carry the calling to a plane of greater honor or sink it to a low level of inferiority. This much is certain: the fortunes of retail pharmacy are our fortunes, and, as they ebb or rise so will our material fate be fashioned. Destiny will not decree for us a pleasant path nor will it fill our trail with thorns; the road we follow will be constructed by ourselves. Shall our highway be built of shifting sands good only for fair weather travel, or shall we put into its construction a practical idealism, sound judgment, and foresighted management in a manner so blended and cemented as to make for safe travel and permanent progress? (Applause).

Mr. C. M. Higgins moved that a rising vote of thanks be extended to Professor Beard for his paper.

CHAIRMAN TARKENTON: We will now have a paper by Mr. G. K. Grantham.

TRIBULATIONS OF A RETAIL DRUGGIST

By G. K. GRANTHAM

Mr. Webster, a very wise man, says tribulation means trials. I say they come to all classes, and the man or woman who chooses the retail drug business meet them even in the preparatory work. For instance, you have to master some Latin, chemistry, spelling, doses, and cultivate smelling and taste in order to distinguish remedies as we go

on. Then we have to pass a state board of examiners, if we can, in order to begin the trials of life in business. This all calls for work, sacrifice and service. My studies in pharmacy back yonder from 1890 to '93, consisted in practical work in the store and then a quiz course in Raleigh under that wonderful old gentleman, Mr. Simpson, the father of pharmacy in North Carolina and for a long time Secretary of the Board. He taught a class in the back part of his store, and at that time was lecturing to the colored class in pharmacy at Shaw University. We frequently went down to hear him before this class, so you see that my only college course was at Shaw University, for colored. (Laughter and applause).

After going in business you will find two kinds of tribulations, known as general and specific. Under the general we all have to soak labels off the bottles of patients, prescribed by the doctors, and write the directions. For a graduate in pharmacy this is somewhat of a trial, as that is not usually taught in Class A schools. We have to contend with some physicians in the Narcotic way who insist in doing some things that are not legal, refill their Narcotics, take them over the 'phone. Likewise some of the patients that have the habit, want many things done we can't do, they see no reason why. Some want more beef juice than the law allows, some more paregoric than the baby can use, even the grandmothers have trouble with their stomach sometimes.

Then most of us have to deal with the credit system, which now has reached a serious point. We have to be cautious to keep the red line from our bank statements. Who to credit and how far to go is hard to learn. The fellow that is O. K. today may be down and out next week. Most customers who run accounts make then larger than they should. When pay day comes they are sadly at outs, and we both have trials and tribulations.

These are general troubles that come to every retail druggist, but in addition we have some specials that we pick up as we go along. For instance, women who come to the 'phone and want a dose for the head-

ache or some kind of pain, will tell you all the weakness of her generation, from great grand daddy down, and tells you again, talk, talk, and then some more, still you get no information. I have diagnosed cases of this kind to wit: They have a diarrhoea of words and a constipation of thought. (Laughter). I use this explanation for want of a better drug vernacular to express myself. I guess a good many of you retail men have run on similar cases; I have found some men afflicted with the same disease. Then we have the salesmen to meet and combat. Our experience has been that there are grades of them, good ones, medium, and Smart Alex. We like the drummers and they are needful in the business. We are glad to see the first two kind come around, they make you feel better, inform you, and you are brighter for their coming, but the Smart Alex knows everything, worries, bores and makes you tired. You can't shake him off, and he adds trouble to your trials, overstocks you with unsalable goods, and before the bill comes due his house is either dunning you for the money or trying to get you to discount the bill. Then comes the worst of all trials we have to contend with in the retail business, that is clerks. On account of automobiles, modern amusements, and so many things to go to, its a job to keep the boys in the store and at work. An honest, sober, and industrious young man is an asset to the business and a pleasure to have with you, but that combination is scarce and rather hard to get. The average clerk is careless, requires your attention almost every minute and, before they are worth any thing to your business, they want a raise, or more nights off, and become a charge. Poor clerks can run off customers, break up and waste more merchandise and time than they are worth to you. This proposition of getting and keeping good help is one that gives all retail druggists more trials and tribulations than any one thing connected with the business.

Pardon me for a few personal experiences. I worked one time some weeks in making a perfume which I decided was a magnificent product. I succeeded in winning a customer

running a small country store and was furnishing him a pint at the time. He would make his customers bring the bottle and sell them in small quantities. One day he came in with his bottle to be refilled, I was out and he left word with my partner to make him another bottle of the same perfume but to be sure to cut it down just a little as his customers were complaining that my perfume had cut holes in their handkerchiefs. Now that was a trial to me for my perfume factory was exploded. I would not make those folks any more sweet smelling stuff if the entire neighborhood were to get sour. On another occasion a doctor who had been very much under the influence of alcoholic beverages for several days came in while I was sitting at my desk and proceeded to run over me, knocked the lamp off the table, set the store on fire and created quite a combustion. I flung him on the floor and jumped straddle of him and had him laying flat on his back, waiting for the police to come and take charge of him. My partner lost his temper and ran and grabbed up the slop bucket full of water and instead of throwing it on the fire and putting it out, he just dashed it all over me and the Doctor. I felt almost as bad over it as Prof. Howell did when he built his cow stable up there in Chapel Hill. When he put the cow in the stable he found to his great surprise that she was too long for the stable (laughter). He just forgot to take the measure of the cow before building. Several years ago a poor ignorant young fellow came along with a "wind" on his neck. He met, in the store, a country physician that displayed his learning on some occasions, and asked the doctor what it was. He replied that it was one of three things, a Sarcoma, a Carcinoma or an Anurism. He said to the scared fellow: "If it pulsates diametrically, its a Sarcoma; if it pulsates longitudinally, its a Carcinoma; if it pulsates circumferentially, its an Anurism." That boy's eyes like to have come out, as much as to say: "Am I going to die now?" Well, we all have circumstances in drug life like this, and they are trials to sensible men. Now with all these idiocrasisms and eccentricities we meet in the

course of retail drug business, there is something good in the work and it has fascinating features that we enjoy. The work is hard and the hours long, and we have to smile at a great many things and pass on, but we like it. Not very many of us get rich or even have the ordinary luxuries of other vocations, but we can look back after 30 or 40 years of retail life and join with the prophet John, in Revelations, of old and say of ourselves: "These are they that have come up through great trials and tribulations, washed our robes and made them white." (Much laughter and applause).

CHAIRMAN TARKENTON: We will now have a paper by Mr. C. B. Miller, of Goldsboro, on the soda fountain business:

MR. MILLER: Before I start to read this paper I want to make reference to one thought that came to me, or that I noticed particularly in Professor Beard's paper—he said that the drug store that did not prepare for the future had no future. I have wondered if we all saw that in the same light. In other words, are we just drifting along with the tide? Are we simply going along the line of least resistance, or, are we looking ahead, preparing for bigger things in our business? Our towns are growing, the demands are increasing upon us, and I just sat there and thought: "Are we really looking ahead to the day when we will have to enlarge our business, enlarge our store and increase our stock, or put in additional men?" If we are not doing that then just as he said, "We have no future." Just as large corporations, large mercantile concerns, look ahead and plan for the future, so must we look ahead. What are we going to do ten years from today? Are we going to be just what we are today or are we going to get into a larger store and get a larger business, make more money? I think that is one of the finest things he said in that very fine paper. I call that paper the *Encyclopedia of Pharmacy*. I think it ought to be published in the *Journal of the American Pharmaceutical Association*. (Applause).

I want to take a few minutes on an old and tried subject, one that is the bugaboo

of the retail drug store. "Does it Pay to Give Soda Tables a Prominent Display?" I would like to know how many men, including myself, can answer definitely and positively—"Are we making money or losing money on our soda business, and how much?" Do you know what you are doing?

DOES IT PAY TO GIVE SODA TABLES A PROMINENT DISPLAY?

By C. B. MILLER

The answer to this query depends upon several contingences. In the first place, the location of your store determines to a large extent the answer to this question, and again the class of your constituency has a great deal to do with it. If you occupy what is known as a residential location, far removed from the business district, I should say it does not pay, since you can derive more profit from displaying candies, toilets, kodaks and such other merchandise as will appeal to the district. If you occupy a location in the main district of the town, or upon a prominent corner, I should say that it will pay, and pay handsomely to give your soda water department the most prominent space in your store, provided you run this department in a businesslike, and systematized manner.

Many stores doing a seemingly flourishing soda business are very much disappointed in the profits; in fact you will hear some say that they would do away with the soda business altogether if they could get out of it without loss. Several years ago, this was my attitude, until I found out why I was not making money commensurate with the labor and worry and thought given this branch of my business. Since this loss has been eliminated by system and care there is no department of my business that pays more handsomely.

Again the display glass-top soda tables dressed with seasonable goods are responsible for many sales that would not otherwise be made. I have carefully watched this feature, and know that these displays when changed within reasonable limits attract many purchasers. Dress these tables with

such goods as will appeal to men and women of the better class, and sales will follow.

My experience has taught me that it does not pay to cater to fancy drinkers, or employ what is termed expert soda jerkers, but sell the staple drinks, and make no pretensions to cutting fancy capers in dispensing the drinks, such as are practiced by "experts," giving liberal portions of all syrups and ices, without stopping over. In my experience, the so-called expert soda jerkers, want more stuff, and waste more fruits and accessories than they sell, and are a nuisance in most instances; moreover their salaries are not commensurate with the increased trade they bring.

The two largest items of waste around a soda fountain are carelessness in making drinks; in wasting material; and fleehing by the soda boys. The best way to eliminate these is to employ no boy whose parents have not a clean record, backed by his own record, and an ever watchful care over them, with occasional private lectures from the proprietor, explaining the cost of materials, the necessity for economy and care, and if he does not improve, discharge him at once. If you have any reason to doubt his honesty, its very easy to catch him with a cash register. No fountain should be run without one.

It is not always the store that does the largest soda business that makes the most money, but the store that severely separates the soda business from every other department, charging that department with every item of expense including a clerks salary, water, lights and depreciation and keeping an accurate account of sales, will know where it stands at the end of every month as regards profits. It is the custom of many stores to run soda, cigars, gums, candy and many other items through the soda register, and I claim that they can never know what they are doing, unless they have a very complicated cash register that can separate these items. Only two items go through my cash register at the fountain, namely, peanuts and soda, all other items go through the big five-drawer register.

What is really a fair return on a soda business? many will ask. What I call a successful soda business is one that does not pay less than twenty-five per cent net profit on sales, and some months even more. To illustrate: if your soda business runs approximately \$1,000.00 a month, you should not make less than \$250.00 after deducting every item of expense. There have been months in my experience when my soda business showed a loss, this was when I had a thief in my employ, and he was soon caught and discharged; since that time, I have had very little trouble showing a good profit.

I have charged annually ten per cent depreciation on soda fixtures, and as I have had my apparatus over ten years, and still going strong, I no longer charge off this depreciation, but place this amount to profit account. Many men in business are persuaded to purchase new fountains before they have really made any money out of the old one, and I claim this is a very foolish procedure. Work them for all they are worth as long as they are respectable looking, unless there is a mighty good reason for making a change.

Finally, I will say, know what you are doing in your soda business, or get out of it altogether. Don't guess at any thing where dollars and cents are involved. Systematize your entire business so that you are able to place your finger on the weak spots at a moments notice, then, and only then, are you on the road to success. (Applause).

Mr. Miller's paper brought forth a general discussion of soda fountain profits, participated in mainly by Messrs. Thomas, Hardin, Miller, Greyer, and Holton.

Mrs. F. W. Hancock, president of the Woman's Auxiliary, announced that one of the papers she had secured for the present meeting was written by Mrs. I. W. Rose. The paper in question, prepared for the Auxiliary, had made such a hit that she wanted to request Mrs. Rose to repeat it before the general session. Mrs. Rose, somewhat reluctantly, consented to do so. The paper follows:

WHY I MARRIED A DRUGGIST

By MRS. I. W. ROSE

Why I married a druggist is easily explained,
If you will just let me tell you what we were
named.

At home he was generally called Dr. Rose,
And I was Miss Penny; so the story goes.
That I've always been fond of flowers, which
is not at all funny,
And he, so his friends say, was always fond
of money.

But alas! My fortune was only in name,
So his loss after all was really my gain.
There are reasons for and against a drug
pardner 'tis true.

As it is a debatable question, I'll tell you
what I'll do:

If you will permit me I'll relate a few ex-
periences in life

Which have been mine since becoming a
druggist's wife.

First of all 'twas hard for me to learn,
When he went to the store, just when he'd
return.

As for meals, I'd have them ready at the
hour he would state,

Everything steaming hot, then I'd sit and
wait and wait.

When my patience was threadbare, I'd go to
the 'phone,

And in answer to my question they would
say "He's just gone."

Of course, I knew he had a plausible excuse,
Therefore, he surely deserved no abuse.

Sometimes to see a drummer he would have
to remain,

As that drummer was wanting to catch the
next train.

So I'd try to look sweet and act the same
way,

But some how 'twas hard to find something
to say.

Especially when I had tried to have some-
thing surprising,

And now it didn't look one bit appetizing.
But when he was so nice and expressed his
regret,

What else could I do but forgive and forget?
Another lesson I've learned, but am not used
to quite,

Is having to stay at home by myself at night.
Some folks have the habit of calling one out
of bed a lot.

Sometimes it's important, and sometimes
it's not.

For once in the morning about three o'clock,
The telephone gave us both a severe shock.
Hastening to the store he found a man so
full of booze

That from all the medicines there he knew
not which to choose.

He finally decided on Quinine, for which he
paid not a cent,

For he was so fond of liquor, that's where
his money went.

While my husband was gone I heard some-
thing in the house,

It might have been the windows, or perhaps
it was a mouse;

Anyway when he did finally come in,
I thought of Mrs. Jiggs and her Rolling Pin.

And when he told me the other fellow's
story, as well as his own,

I felt like telling him this: "Charity begins
at home."

But he calmly said, "My dear, such is life."
Then I remembered I was a druggist's wife.

But if ever I get in office where I can make
laws,

I shall certainly put in this one clause:
All drug stores must close at six, beginning
with Monday,

And no drug store shall be kept open at all
on Sunday.

But there are two sides to all questions and
I'll frankly admit

I don't regret marrying a druggist, no, not
one bit.

For think of the good they are doing man-
kind:

They have medicine to heal not only the
body but also the mind.

Sometimes it's a powder and sometimes it's
a pill,

But what does it matter if it fills the bill?
I wonder why, when they're sick, their medi-
cines they will not take?

For surely they can't believe them to be just
a fake.

Guess their disease is mostly of the mind,

Therefore, to suit their case, a medicine is hard to find.

Anyway, here's three cheers for the druggists and their profession too,

And I'll gladly stand by them in all they should do.

For I couldn't be satisfied to save my life, To be any other than a druggist's wife.

(Prolonged applause).

President Lee called for a rising vote of thanks to Mrs. Rose, which was given amid much laughter.

Chairman Tarkenton then introduced the subject of present-day apprentices and Messrs. Grantham, Miller, and Steiner discussed the question. Then the discussion, led by Chairman Tarkenton, passed on to the matter of cut-rate drug stores. This too, brought several members to their feet, Messrs. Goode and Stowe offering interesting remarks concerning the practice of slashing prices. Lack of space forbids the publication of all the remarks made, and it is unfortunate that this is true, for they were for the most part very pertinent and interesting.

Since the session was running somewhat behind time, President Lee found it necessary to postpone further reading of papers and discussions, and passed to the next order of business which was the appointment of a committee on time and place of next meeting. He announced that Messrs. Tarkenton, Goode and Crabtree would constitute this committee.

The Committee on the President's Address was asked to make its report. This was done. (The report will be found following the President's Address on an earlier page). Then the committee on the report of Secretary-Treasurer Beard was asked to announce its findings. (This too, will be found in an earlier part of these proceedings). The several recommendations made elicited a great deal of discussion on the part of the members, particularly the matter of increasing the dues, but finally there was almost an unanimous vote of endorsement for all of the proposals made except the one relating to the large membership certificate. This was killed. The result of the voting will be

found following the report of the Secretary-Treasurer. Mr. Beard was authorized to canvass the State during the summer and secure in the form of dues sufficient revenue to carry on the work of the Association during the coming year.

Upon motion the Association adjourned at 1:40 p. m.

FOURTH SESSION

Wednesday Afternoon

The Fourth Session was called to order by President Lee at 3:15 p. m.

The first order of business consisted of announcements by the Secretary and the reading by him of several communications.

At Mr. Hancock's suggestion, Mr. J. P. Stowe, of Charlotte, recently appointed to the State Board of Health, was asked to say something concerning the Board after finishing his report as Chairman of the Legislative Committee. Mr. Stowe announced that since the Legislature had not been in session during the past year, his committee consequently had been idle and had no report to make. He stated, however, that he would like to see the membership of the Association support strongly the price maintenance movement in Congress; and would like to see introduced in the General Assembly a bill to limit the use of the words "Apothecary," "Pharmacist," "Druggist," etc. to registered pharmacists, and also a measure confining the sale of drugs and chemicals to drug stores. Speaking of the Board of Health, Mr. Stowe stated that he was still too young in service to know much of its workings, but that he had been interested in attending a meeting of the N. C. Health Association. He urged that the pharmacists of the State give loyal coöperation to the members of the Board of Health, and this wish fathered a resolution shortly thereafter adopted that the N. C. Pharmaceutical Association offered the N. C. Board of Health its enthusiastic support in all measures looking to the promotion of the public health.

The next order of business was the report of the Attorney of the Association—Mr. Bowman.

REPORT OF FREDERICK O. BOWMAN,
COUNSELLOR

At the request of the Finance Committee of the Association I have the honor to submit the report hereinafter set out for your consideration.

The report consists of (1) A general statement of the work done by me in the capacity of general attorney and counsellor for the Association since the last Annual Convention held at Greenville, S. C.;

(2) A discussion of the organization of the proposed Druggists' Mutual Fire Insurance Company, together with report of the Insurance Committee appointed by the Association at the last Annual Meeting to foster the plan then outlined;

(3) A recapitulatory statement of the inspection work done by me for the Board of Pharmacy during the year, together with certain observations pertaining to Law Enforcement, also, to the rulings of the Board of Pharmacy a year ago which automatically prohibited the sale of many medicines and pharmaceutical preparations by general merchants and grocers, and thereby confining the sale at retail of these articles to licensed drug stores; and

(4) A proposed legislative program.

The strictly legal work and the many other matters pertaining to pharmacy, coming to me for attention from our members during the past year have been equally heavy with any year of my service, not barring even the last legislative year; for, while it has been an off year in the State, the National Law-Making Body has been holding forth for many months until its adjournment quite recently, and has throughout its session furnished those of us working for the betterment of the drug trade ample opportunity for action. However, due to the fact that a large part of my time was spent in the field for the Board of Pharmacy, a summarized account of which is set out further along in this report, it was found exceedingly difficult at times to give this work proper attention, requiring much night work and practically every Sunday, oftentimes under most unfavorable conditions, in order that it not be neglected.

Reference is here made to some of the activities of my office during the fiscal year just closed.

1. Corresponding daily with druggists asking for legal advice and information of one kind and another; and of late answering inquiry after inquiry from general dealers and grocers, wholesale grocers and jobbers, wholesale druggists and drug jobbers, manufacturers both in and out of the State, New York and Philadelphia lawyers, and other interested parties, who wish to be advised as to just what drugs and medicines the general dealers may sell lawfully, and who ask about the new Pharmacy Law passed at the last session of the Legislature and where it can be found. Of course, no law was passed governing the sale of drugs and medicines at that time, and the changes result from rulings of the Board of Pharmacy which were discussed in my report last year.

2. Preparing and sending out circulars and circular letters, and also editing the Legal Section of the JOURNAL, endeavoring to keep the druggists of the State fully advised concerning new regulations and changes made in the existing ones. Happily, fewer regulations are being promulgated than ever before and hence it has not been necessary to issue but few circulars during the year.

3. Meeting with local associations and encouraging and helping in the organization of others. Out of the dozen or more local and County associations which have been organized, not more than four or five of this number perhaps are really functioning as they should. Just why this is the case I am unable to say, but it seems well-nigh a physical impossibility to get these local associations to meet regularly and continue their work even after they are once organized.

4. Securing the registration of Trade-marks and Copyrights in the United States Patent Office for druggists who wish to protect and market their own product. In this connection it is stated that this particular phase of service is growing rapidly, the prosecution of more than a dozen applica-

tions having been handled through my office within the last few months, with others now pending, thereby resulting in a considerable saving to each of these applicants. Any druggist having a preparation he wishes to market and desires protection therefor should communicate with me in reference thereto.

5. Appearing before the Federal Prohibition Director in the matter of staving off the revocation of non-beverage alcohol permits, and many other matters pertaining to the use of non-beverage alcohol and alleged violations in connection therewith; also, appearing before the Collector of Internal Revenue in the matter of fines and penalties assessed for irregularities for one cause and another, and calling upon the Collector for help in many instances. In this connection it is most gratifying to state that as a result of the efficient office maintained by the present Collector and his splendid corps of deputies, the assessment of penalties have been minimized. In those cases arising from other branches of the Treasury Department than his, he has always exerted every effort in bringing about a settlement satisfactory to the taxpayer.

6. Defending in both State and Federal Courts when called upon druggists being prosecuted for alleged violations of the law. In only a few instances during the past year have cases gone to the courts, and each of the cases referred to, when the time came for trial, was in turn thrown out of court.

7. Working for and assisting in every way possible to (1) bring about the repeal of the so-called "nuisance" taxes, and the repeal of the war-tax of \$1.10 per proof gallon on non-beverage alcohol, (2) secure the passage of "price maintenance legislation," and (3) bring about the defeat of the Crampton Bill.

Never before, perhaps in the history of Congress have the retail druggists of the nation, through their respective organizations, both State and National, fought harder and never have they received as much consideration as during the session which has just closed, and resulting (1) in the repeal of the tax on the ingredients of

soft drinks, effective when the President signed the revenue revision bill. (2) The repeal of the tax of 5 per cent. on articles commonly known as jewelry or imitations thereof, sold for any amount up to \$25.00 each, effective thirty days after the revenue revision bill was signed, however. "This includes such items as fountain pens, atomizers or sprays, compacts, etc. The tax on eyeglasses and spectacles sold for an amount not in excess of \$30.00, and the tax on watches sold for less than \$60.00 were repealed, as was the tax on surgical instruments, musical instruments and silver plated flat table ware and articles used for religious purposes made of jewelry, or imitations thereof, likewise effective thirty days after the revenue revision bill was signed."

Four separate bills were introduced in the last session of Congress relative to price standardization legislation, the first one being placed in the hopper at its very first session, followed by each of the others from time to time, each of which was referred to the House Committee on Interstate and Foreign Commerce. Despite the vigorous efforts made by the various organizations interested in price maintenance legislation, however, a hearing could not be obtained and the bills died in the hands of the above Committee, even though during the early part of the session it appeared as if the bills had supporters sufficient to bring about the passage of one or the other of them. The bills referred to are known as the Kelly, Merritt, Williams, and Wyant price standardization bills. Doubtless, one or more of them will be again introduced as soon as Congress convenes this fall. It is sincerely hoped that the druggists of the country will continue, both collectively and individually, to fight for the principles embodied in these bills, for if enacted into law they will protect standard articles, give the average dealer his normal profit, and safeguard the consuming public. As you are aware no doubt, "the purpose of the measures proposed is to make it lawful for manufacturers to refuse to sell to merchants who do not adhere to an agreed upon resale price, a right which manufacturers do not enjoy under existing

laws. Provision is also made that, if a dealer is unable to sell at the standard price, he may offer the article to the seller and get his money back. And, if the offered merchandise is not accepted, at the purchase price, then the dealer may sell at any price he pleases.'"

The proposed Crampton Bill, placing the administration of the National Prohibition Act and the Harrison Narcotic Act entirely in the hands of the National Prohibition Commissioner, was forestalled, for the time being, leaving its administration under the Commissioner of Internal Revenue and the Secretary of the Treasury. Otherwise, one man would have had absolute power over narcotics and alcohol for medicinal purposes in the United States, with power of appeal lodged only with the President.

Chief credit for the wonderful success and accomplishments attained at the past session of Congress should go perhaps to the National Association of Retail Druggists and its representatives at Washington who were constantly on the job, and who were in continuous communication with state and other organizations, their officers and representatives, advising them what to do, whom to wire and write, thereby making it possible for these to follow up their work and thus make the cause felt. At the same time, however, high praise is extended to every individual and organization that in any way assisted in ridding the drug business of the taxes and requirements which we all along have felt to be unjust and unnecessary, and to stave off the proposed legislation which we consider exceedingly dangerous to the drug trade.

II

This brings us to a discussion of the proposed Druggists' Mutual Fire Insurance Company and my report as Secretary of the Insurance Committee. It will be remembered that at the last Annual Convention held at Greenville, S. C., the plan of organizing a mutual fire insurance company was proposed to the Association by Mr. R. K. Blair, of Charlotte. After considerable discussion, entered into by different members

of the Association on the subject, an Insurance Committee composed of Messrs. R. K. Blair, as Chairman, J. P. Stowe, C. L. Eubanks, and F. O. Bowman, as Secretary, was appointed by the President. This Committee was instructed to make a study of the proposition, investigate the practicability and feasibility of such an endeavor, and report back its findings to this Convention. Pursuant therefore to the above instructions, the Committee immediately began its work. After looking into the law governing such Companies and after conferring with the officers of some of the mutual fire insurance companies operating under similar plans to the one proposed for consideration, the Committee soon reached the opinion that the organization of such a Company by the members of the Association, to function along with the Association for the benefit of the druggists of this State, was entirely practicable, feasible, and under wise administration capable of effecting a saving of from 25 to 40 per cent to every policy holder on his fire insurance premium, and eventually placing the work which has been financed heretofore by the druggists individually upon a self-sustaining basis, thereby in either case more than justifying its existence.

At a meeting of this Committee, therefore, called by Chairman Blair and held in Charlotte on July 23, 1923, it was decided that the Committee recommend to the Association the organization of the proposed Company. This decided upon, in view of the fact that the State law governing insurance companies provides that no policy may be issued by a Mutual Fire Insurance Company until not less than \$200,000 of insurance, in not less than 200 separate risks upon property located in North Carolina, has been subscribed and entered upon its books, with the agreement with every subscriber for insurance that he will take the policies subscribed for by him within 30 days after the granting of a license to the company by the insurance commissioner to issue policies, and in order to have the required amount of insurance in force so that the proposed Company could be organized immediately after this Conven-

tion if acted upon favorably by it, the Committee entered into a binding agreement with the Ohio Hardware Mutual Insurance Company of Coshocton, Ohio, through its authorized agent, who met with us, for the purpose of making this possible. By the terms of the contract entered into with the Ohio Company, it agreed to write any and all insurance we placed with it, and further that it would turn over to the Insurance Committee all, or any part of the insurance from any druggist in this State, within a period of one year from the date of issue of the first policy, together with the return premium or dividend, provided, however, that at the next annual meeting in June 1924, we perfect the organization of our own Company.

At the same meeting the Committee addressed a letter to North Carolina druggists, introducing Mr. G. Gourley Gray, Special Agent for the Ohio Company, as he decided to spend a few days in the State in the interest of the plan. During his stay he visited several towns and secured 20 or more policies amounting to perhaps 30 or 35 thousand dollars of insurance. Further, the Committee placed the onus of securing the required amount of insurance and risks upon me. With the many other duties demanding my attention it was found impossible to devote the necessary time this task would have required. However, I have prepared and sent out to the druggists of the state some two or three letters explaining the plan and urging them to place some of their insurance with us, and have taken the time to take the matter personally to many of our members.

Hence, working in this way the total number of policies placed with the above Company has been brought up to about one-hundred, covering more than \$140,000 of insurance, not counting of course many others who have pledged to place insurance with us when they have a policy expiring. These figures are only approximate due to the fact that I was unable to get a complete record of those of our number who have policies with the Ohio Company. However, they are near enough to show what has been

done and to indicate what is yet to be done if the Company is to be organized. In this connection I wish to say that a draft of the Articles of Incorporation and association, together with tentative By-laws have been prepared and may be put in shape without delay ready for filing with the Secretary of State. Furthermore, it appears to me that there should be no difficulty in obtaining additional subscriptions for policies of insurance to meet the requirements of the State law here and now from the druggists attending the Convention to make possible the organization of the proposed Company, if the enterprise is decided upon, and this of course will be considered and determined at an appropriate time during this meeting.

III

We come now to a summarized review of the work done for the Board of Pharmacy with respect to enforcement. Spending from fifteen to twenty days each month for the Board of Pharmacy, I have visited 276 out of the 315 towns in the State having drug stores, and in all have inspected 1858 stores, 639 of these being drug stores and the remaining 1219 general stores, grocery stores and other unregistered places handling drugs and medicines. Thus it will be seen that every section of the state practically has been covered and with few exceptions all of the drug stores have been visited. And in many instances it has been necessary to make several visits to the same stores in order to correct irregularities existing.

While but 1219 stores of general dealers and grocers have been inspected personally by me, more than 2000 more have been sent from my office a copy of the revised circular issued by the Board of Pharmacy explaining the law and advising them what they may and may not sell, and in addition, more than 3000 other such notices were sent out by the Collector of Internal Revenue when he advised all registrants in Class 5, under the Harrison Narcotic Act that after the close of the present fiscal year, ending June 30, this year, only places employing the services of a licensed pharmacist would be permitted to re-register as such dealers. In

this immediate connection it is stated that the policy of the Board is to notify all these general dealers regarding the law and endeavor to obtain their coöperation in this way, and therefore no prosecutions have been instituted against such dealers and in all probability will not be until they have had ample opportunity to familiarize themselves with law and regulations governing the sale of drugs and medicines, even though most of them are handling some of the prohibited articles. It is believed that the manufacturers, wholesalers and jobbers are more largely responsible for this condition, than that there exists on the part of such dealers an intention to violate the law. Practically all of them when called upon will tell you that they have never been advised as to what drugs and medicines they are permitted to handle and therefore know nothing about the law, that they simply rely upon what the wholesaler or jobber from whom they buy tells them, and purchase accordingly. It strikes me as exceedingly unfortunate to say the least that many of these firms have not informed themselves as to what unregistered dealers might sell, and it is to be regretted that a few of them have continued to sell prohibited articles to these dealers after having been advised that their sale by them was unlawful, thereby not only aiding and abetting in but encouraging them to violate the law.

Nor is it to be understood that the general dealers are the only ones violating the law. During the year numerous violations have been discovered among drug store proprietors, managers and clerks. I refer to such violations as failing to renew license within the time prescribed by law; failing to keep renewal license and certificate of registration displayed; failure to keep "Poison Register;" leaving store for long periods of time in charge of an unregistered person; trying to operate two stores under the same license or trying to conduct a branch store by merely visiting it some time during the day; and in some cases operating a drug store without a registered man at all. Surprisingly strange as it may seem, such practices as some of the above have been en-

gaged in by druggists, prominent in Association affairs and who appear to be vitally interested in the welfare and betterment of drug conditions in this State. But, we are all aware, I feel sure, that so long as our own members simply wink in this manner at the law, we can not hope to better our own conditions, either from the standpoint of legislation or elevating ourselves and our profession in the eyes of the public whom we serve. I appeal therefore to those of our number assembled here to desist from the practices referred to, to correct at once the irregularities existing when you return home, for in this way only can we expect to warrant due consideration and to demand the high position we should occupy, and only in so doing also can we hope to keep the protection, little though it is, we now enjoy. Surely as the campaign continues to wage by the Board of Pharmacy to check the sale of drugs and medicines by unauthorized dealers, in order that the health of the public will be better safeguarded, which means that every druggist in the State will profit, both professionally and financially, thereby, you will coöperate to the fullest measure.

In this connection you will remember that the Board of Pharmacy at its annual meeting held just prior to the Greenville Convention, acting under its power to define and designate non-poisonous remedies, revised the list which unregistered dealers might retail, deleting therefrom the following items: Bluestone, Glauber's Salts, Blue Mass, Calomel, Mercurial Ointment, Seidlitz Powder, Opeldeloc, liquid and solid; Sweet Spirits of Nitre, Syrup of Ipecac, Sun Cholera Cure, Tincture of Iron, Medcamentum, and Paregoric, Bateman's Drops, Godfrey's Cordial and all other preparations containing any narcotic drug. It ruled also that aspirin could no longer be sold lawfully by unregistered dealers, because the cancellation of its trade-mark registration had automatically taken it from the class of non-poisonous proprietary preparations which dealers are permitted to sell, and further to enforce the provision of the law which prohibits such dealers from retailing patent or

proprietary preparations containing poisonous ingredients, thereby confining the sales of all of the above articles to registered drug stores. As stated before, several thousand outside dealers have been notified of the changes made, who in turn advised the manufacturers, wholesalers and jobbers, many of whom have protested the action of our Board, filing briefs through their attorneys and asking even that the Board reverse its position; still others have called upon the Attorney-General for an opinion as to whether or not the Board had acted within its powers, and still others are threatening to "get even" at the coming session of the State Legislature.

IV

Apprehensive, therefore, that many attempts will be made at the next General Assembly to curtail the powers of the Board of Pharmacy, and also to deprive the druggists of the State of some of the few privileges now enjoyed by them, it appears that our forces will be placed on the defensive endeavoring to hold that which we have rather than launch out with an extensive legislative program. With this possible situation confronting, in my opinion it would be most unwise for the Association to undertake to secure any legislation whatever that in any way affects the general dealers, and more particularly even for the reason that the bitterness following the last legislative session on the part of such dealers has been considerably aggravated by taking from them the sale of the preparations referred to above. On the other hand however there are certain changes, relating solely to Drug Stores and the owners and managers thereof, which are badly needed and which in my opinion could be secured at the hands of the next legislature, provided the druggists of the state want the legislation in mind and will get solidly behind the measures hereinafter set out if they should be proposed. As I view the matter, with the druggists behind such legislation, there should be no outside influence to oppose us, with the possible exception of some who, due to weakness of certain provisions of our

law are now defeating the very purposes for which it was intended to cover.

The measures referred to should be submitted to the legislature as amendments to our present law and are as follows:

1. An amendment clearly defining a drug store or pharmacy, and prohibiting the use of these signs by unauthorized persons;

2. An amendment providing for the registration of drug stores and pharmacies with the Board of Pharmacy.

3. An amendment imposing a more severe penalty for violations of the pharmacy law.

I shall not here enter into a discussion of the merits of the measures proposed, to do so would burden the report. However, the reasons for this legislation can be given when this meeting enters upon a discussion of its legislative program.

In closing, let me urge upon you this fact, that now as never before the call goes loudly to every North Carolina druggist for coöperation and unselfish work, and it is hoped that there will be not one to turn a deaf ear to this call.

Respectfully submitted,

F. O. BOWMAN.

Following the reading of Mr. Bowman's report (which, by motion, was received for publication), the members voted (a) to authorize the formation of a mutual insurance company, the president appointing a committee for the purpose; (b) endorsed the measure which would prevent the use of such words as "pharmacist," "druggist," etc., by others than licensed druggists, and referred it to the legislative committee; (c) endorsed also the proposal about the registration of drug stores and referred it to the legislative committee; and finally (d) authorized the legislative committee to use its best judgment about measures and if legislation other than that discussed on the floor seemed wise later on, to seek the passage of any such beneficial measures.

PRESIDENT LEE: We will now have the report of the Committee on Time and Place of Next Meeting.

CHAIRMAN TARKENTON: We recommend Blowing Rock as the point of meeting for 1925.

The members voted this recommendation into effect. They further voted to hold the convention on June 23, 24, and 25.

There being no further business the meeting adjourned at 5:15 p. m.

FIFTH SESSION

Wednesday Evening

The Fifth Session was called to order at 9:00 p. m. by President Lee, who announced that the schedule of the evening consisted of two addresses by distinguished men. He requested Secretary Beard to introduce the first speaker, Mr. Charles M. Holton. In a few words Mr. Beard called attention to Mr. Holton's accomplishments in the field of pharmaceutical organization, stating that he was the president-elect of the American Pharmaceutical Association, and also dwelt briefly upon his successful career as a retail druggist in Newark, N. J.

COMMERCIAL ESSENTIALS IN RETAIL PHARMACY

By CHAS. M. HOLTON

It is indeed a pleasure to be present at this meeting tonight and meet the pharmacists of North Carolina. I have an especial fondness for the south for I like the southern hospitality. I have in mind one delightful southern home where I was a frequent visitor and where one was made to feel truly at home. And then I have a special fondness for the south because within her borders I found my wife and, as the story books tell us, we have lived happily ever since. I want to bring to you the greetings of the north and especially New Jersey, my home state. You know among state organizations we claim to be the oldest continuous association in the country and in spite of our years we are still a live active organization—quite a "going concern."

When your Secretary asked me to come here and speak to you, I hesitated, because I am not in the class of orators, but when he said he would like me to speak on some

practical subject connected with pharmacy, I assented, because whatever ability I may have is along practical lines. And so I have styled my little talk to you, "Commercial Essentials in Retail Pharmacy."

We hear a great deal these days, pro and con, about commercialism and professionalism in pharmacy. The subject is discussed at drug meetings and the journals are full of it. Some of our educators are very much exercised about what they call the over-commercialism of pharmacy, and some retail pharmacists are exercised about the greatly increased educational requirements for those who would enter upon a pharmaceutical career, wondering what salaries these men will want and whether the store can afford to pay them.

It must be admitted that the character of drug stores has changed very much within a comparatively few years. The old apothecary shop has gone, and in its place has come the modern store which besides its stock of medicines and sick room supplies, carries innumerable side lines very few of which have any relation to healing or health. I do not feel that this situation is as bad as some would have us believe. In fact I think that as soon as a drug store adopts modern business methods—in spite of the fact that it may be a small department store—the service it's prescription department renders is bound to improve and its volume of strictly pharmaceutical business will increase. The reasons for this change in the character of drug stores are not hard to find. We are always going through a process of evolution—in spite of Mr. Bryan. Someone has aptly said there is nothing permanent but change. What have been the causes? They are very largely economic. We live in an age of machinery. Fifty years ago practically all preparations were made in pharmacies. Tablets were unknown. Assay and drug standardization were unknown. All pills were rolled by hand by the pharmacist on his prescription counter. Now machinery in plants built for the purpose turn out quality products at a smaller cost. Can any man making pills by hand complete with a machine that turns out over

half a million a day? Granted that you are well qualified in all phases of pharmacy, would it pay you for the quantities you use, to keep a rooster to assay your ergot, or cats and frogs to standardize your digitalis? Obviously not, and so in the case of many pharmaceuticals, their manufacture has gone out of the pharmacy because production on a larger scale, by men who do nothing else, has been found to be the more economical method.

Changes in medicine—advances in surgery—have all had their effect upon the old type of drug store business. The introduction of biological products, serums and antibodies, etc., has changed the physician's method of treatment and the products and operations in the drug store. Osteopaths, chiropractors, neuropaths and a score of other "paths" are also evidences of the changing times.

The demands of the public, the requirements of your customers, and the wants they expect you to fill will play a large part in the selection of the stock of a drug store. We cannot arbitrarily lay down rules of conduct in the matter of conducting a drug store, for the public and its demands is a large factor in the proposition. Be our ideals ever so high, in the last analysis it is our customers—the people who will need our goods and services who will determine what kind of a store we shall have and what articles it shall contain. While our drug stores at present are far from ideal, I do not think we are headed for perdition, but that we shall adjust ourselves to changing conditions and come out all right in the long run.

Pharmacy, as a calling, is in a class by itself. I do not know of another just like it. Of necessity it is partly professional and partly commercial. And the professional is of greatest importance. Anyone handling potent drugs must have technical training and the pharmacist should have a broad schooling in all matters that relate to health and particularly to those things which preserve health and prevent disease. Satisfactory pharmaceutical qualifications are absolutely essential. It seems to me to be a

question as to just how far we should go—how much is needed to make a man a first class pharmacist. Of course the more education, the better in every way, but I think we should consider to some extent just how much use the student will make of his training in after years when he is actively engaged behind the counter of the store.

With a satisfactory professional training and our state board license we are now ready to actively engage in the practice of pharmacy. It is true that probably the average graduate will not embark in business for himself as soon as he leaves school. Probably he will serve a clerkship in a store already established and if his preceptor is a good pharmacist and a good business man too, he will obtain excellent training. But in either case he will have need for knowledge about commercial and business methods and it is some of these essentials that I wish to discuss with you tonight. When all is said and done it is a fact that the store must be a success financially to insure its very existence. Unfortunately, but true, it must be a profit producer or go out of business. We all have to make a living and ought to lay by something for a rainy day. And doesn't a live profitable pharmacy inspire confidence all around, among physicians and customers alike? Isn't the pharmacist looked up to more, isn't his standing in the community enhanced when it is evident that his store is successful? What are the commercial essentials?

First and foremost we should have an accurate system of accounting. This need not be complex but it should give the necessary facts. We use a simple double entry system and find it very satisfactory. The books should reveal three main facts about the business; the sales, cost of goods and expenses. These may be subdivided ad libitum to suit the needs of the individual store but if we know these three items and keep the proper relationship between them we cannot go far astray. The basis of opening any set of books, of course, must be an inventory of stock and fixtures and any other assets the business may possess.

Inventory in a drug store is always regarded as a bugbear and yet if a little time and thought is given to it, it need not be so. We cannot know whether we have made a loss or gain unless we have an accurate inventory at the beginning and end of the accounting period. Furthermore the government requires it for income tax purposes, and it is invaluable in case of loss by fire. We take our stock at the beginning and end of the calendar year—this being our accounting period. We have done this for years and on January 10, 1924 we had our figures all extended and added up. We utilize the time between Christmas and New Year's to get our stock in good shape and ready for the actual counting and in the prescription department, a week earlier, listing the slow moving goods. We estimate the number of tablets in a bottle and follow the same course as to partially filled bottles of liquids. The separate items are entered upon loose leaf sheets, all sheets being numbered to prevent loss. As has been our practice for many years, our store is only open two hours morning and evening on Sundays, and we utilize the nearest Sunday to December 31 for stock taking. The whole force is on hand and we generally have some extra help for that day. Working in pairs, one calling the items, the other writing them down, we have found it possible to list our entire stock between eight in the morning and five in the afternoon. In entering the items upon the sheets we put down the actual number on hand, eliminating dozens and grosses and then after the name of the item the cost price for one. Thus $8\frac{1}{4}$ dozen tooth brushes would be listed "99 tooth tooth brushes @ 25c." By listing in this way a simple multiplication gives us the total amount and by following such a uniform system the extension and addition of the items may be done outside the store if desirable.

With accurate figures of inventory, sales, cost and expenses it is a simple matter to compile the profit and loss statement which tells the story of the business for the period under consideration. If in addition to stock and fixtures, we add all other assets such as

accounts receivable, investments, etc., and deduct from these all other liabilities, such as accounts payable, notes, etc., we will have a statement of condition at a given time.

Three items should not be overlooked in the expense account—a proper salary for the proprietor, a definite percentage for depreciation of fixtures and equipment, and a rental charge if the building is owned. Another point which is essential is the depositing of all monies received in a bank account and the checking out of all payments from the same source. Thus the bank affords an additional check on the store's own accounting. Take the cash discount, is sound advice and yet it is neglected by most pharmacists if figures of wholesalers do not lie. Establish your credit at the bank—borrow money if necessary—and you will be money in pocket by so doing. In fact we can have no better business friend than the bank. If our prospects are good and we can show a statement to the banker of a going concern, very few banks will not extend a liberal line of credit. And in this connection I might mention J. P. Morgan's testimony before a committee of Congress, he said, "Character is the first consideration in granting credit." It is the very best policy to make a confidant of our banks. The banker is also a wise and safe guide in recommending investments for surplus funds and some of the profit each year should be invested so that when renewals of equipment are necessary, a fund will have been created for that purpose. If the life of a soda fountain is ten years, set aside one-tenth of its value each year to replace it when it is worn out. It may seem hard to take some of the profit each year for this purpose, but it is sound business to do so and it gives the added feeling that we are on the safe side. And in any statement to a banker nothing looks better than a little nest egg of investments, for it shows a spirit of thrift and will to get ahead. In addition, good securities make the best kind of collateral for a loan, and may be sold to meet an extraordinary circumstance or emergency. If one has some funds laid

aside, they will come in very handy when the landlord raises the rent and the purchase of the building across the street seems advisable. The real aim in all this matter of accounting is this. Without accurate figures about the business we are much like a ship without a compass, but having them we are in a position to act intelligently. The sales may be too low in one spot to justify the expense or the difference between cost and selling price may not be great enough in another. Have the accurate figures first, then apply the knowledge they give to make the most out of the business.

After our accounting and banking matters are in order we should give some thought to advertising. A whole evening and more might be devoted to this subject. It is a safe rule, I think, to devote 1 or 2% of sales to advertising. Just what form this shall take is a matter for the individual store to determine. It's location, it's customers, the class of the neighborhood will all have a bearing. There is one form of advertising, however, that every store may use and that is the show window. The window has been called the eye of the store, and truly it is. To one unfamiliar with a given store, judgment as to the desirability of purchase there is largely determined by the character of the show window. If it is clean and attractive it acts as an invitation to come in. And conversely if it is dirty and unkempt it repels. Cleanliness is a first essential. We make a practice of changing and cleaning our windows every week. If goods remain in the window much longer they are apt to become soiled and often unsaleable. Then the window should show seasonable goods and should be as attractively dressed as possible. It is surprising how soon even a boy will become an adept at dressing a window and time spent upon this work will produce the very largest measure of return. Then perhaps most important of all the goods displayed should be profitable items. Why, simply because a manufacturer sends a lot of signs and dummies, we should give the very best display space we have unless the sale of the goods yields a good profit, is beyond me. And

yet we see this very thing being done time and time again. The drug store certainly offers a most fertile field for the selection of attractive and profitable goods for display and much originality may be used in showing them. Some years ago we ran a series of sundry windows and as the central feature of the display we had made a very large model of the particular sundry we were displaying. Thus a tooth brush five feet long, hung in the centre of the window, attracted the attention of passersby and helped materially in the sale of the brushes. Similarly a large comb and hair brush were used. Let your windows be clean and attractive and filled with seasonable and profitable goods and you will realize a handsome profit on the time and money invested. The same general principles apply to the display of merchandise within the store proper, on the cases and shelves, as do the windows. Of course there are many other forms of advertising that may be used, newspapers, letters, samples, etc., and here again each store must determine for itself whether these are good mediums for it to use. The show window is common to all and it should be made to produce profit every hour of the day.

If a store is well conducted and its service complete, it is essential to have an adequate and handy stock. Turn-over is a favorite topic of discussion, and well it might be in many stores where the purchases are out of all proportion to the sales demands. However there is also the danger in purchasing in small lots, of being out of goods that are called for,—an exasperating situation, particularly if the item is a popular one. At best the most we can hope to do by cutting down our stock to the bone is gaining the interest on the money that was invested in goods on the shelves. A reduction in stock of \$1,000. will give us \$50. or \$60. per year if the money is invested in securities. The best safeguard against "outs" is a stock that is kept orderly and the missing item filled in regularly. We use a visible index and list upon it all items together with their location. And we insist that every article must be put away strictly in accordance with the index. As new items are added it

is the business of one person to list them and fix the location. The great value of the index is the convenience it affords to a new clerk in finding stock.

Together with the visible index for stock location we also keep a card index of all purchases. The name of the article, when and where it was bought, its cost and selling price are all noted on the card. This affords us a very complete purchasing record, a very splendid guide in reordering goods. We note, by our card record whether the sale of any particular item is increasing or falling off, and order accordingly. The time required for this work is not excessive and we feel it is worth all it costs. Usually a girl can do it in an hour a day. The point is to keep it up every day, for once behind, it seems like a hopeless task to bring the record up-to-date. In separate file we use the same type of card for tinctures and fluid extracts, in fact cards of different colors are used for different classes of stock.

Finally, to give us a visible picture of the business as a whole, we keep a chart on which are plotted in squares our sales, expenses and purchases. The information comes from the books, but having it graphically displayed on a chart gives an excellent picture of progress or regress. We make each square represent a month and so we can see at a glance how things are going, and how our progress compares with the past year. Three different colors serve for sales, purchases and expenses and readily show where one or the other is out of proportion to the rest. When our sales line is dropping this chart serves as a stimulus and spurs us on to greater effort. When our expense line goes up without a corresponding increase in sales, we know it is time for a cut somewhere. It takes about five minutes each month to extend the lines, and the longer you keep it the more interested you will become in the progress of your business.

There are other items which might be mentioned as commercial essentials, hiring of help, policy of the store, etc., but I have merely mentioned some of the items which in our experience we have found to be important, and our method of handling them.

In the last analysis, each store has peculiar problems of its own to meet, and only general principles can be uniform. What works well in our place may not be adaptable in another, but I always like to hear and see what the other fellow is doing, and therein I think lies one of the best benefits of association meetings. And not only do we derive benefit—that is the selfish standpoint—but we have the satisfaction of knowing that we are part and parcel of the whole calling and are giving something to advance its interests. Individually we can do little, but together much is possible. Look at the power medicine exerts today, and it all comes from united concerted action. Would that pharmacy might be organized along the same lines. I know of no other business which is subject to so many attacks and obnoxious laws as pharmacy, nor any other business that renders a more worthy service to the community. I think we have been entirely too modest. We have hidden our light under a bushel. I like the American Pharmaceutical Association drive for a headquarters building for this very reason, that it shows we believe in ourselves and are going to establish a real substantial building bristling with men and equipment which will function for all alike. I haven't any doubt about the future of pharmacy. The community will always need the services of the pharmacist and as times and methods change we must change with them too. Let each man give a full and complete pharmaceutical service to his community, let him run his store in a conscientious and business like fashion, join with his fellows and help in all that is uplifting to pharmacy and we shall not need to worry much about the future for we shall be building upon a rock that is solid and secure. (Prolonged Applause).

PRESIDENT LEE: I am certain that all of us have been entertained and benefitted by Mr. Holton's address, and I wish officially to thank him for coming down and speaking to us. I wish to ask Mr. G. K. Grantham to introduce the second speaker of the evening.

Mr. Grantham, in his characteristically humorous style, called attention to the main events in Mr. Grissom's life, and spoke of how much the druggists of North Carolina appreciated the helpful work that he had done in their behalf as Collector of Internal Revenue. He then formally introduced him as a retail druggist, temporarily switched to another line of activity.

It is a matter of extreme regret to the Editor that through a misunderstanding the official reporter failed to take down Mr. Grissom's speech. He had been told that he need not report Mr. Holton's speech since the latter had sent in a typewritten copy of his remarks beforehand, but that the second speech was to be taken down. Confusing directions, he reported the first address and omitted the second. For this reason only a brief account can be made of what Mr. Grissom said.

It is to be doubted if a speaker ever pleased a convention audience of the North Carolina Pharmaceutical Association more than Mr. Grissom did. His remarks were frequently interrupted by a hearty applause that proved his listeners were being entertained. In the first place, the members knew the speaker, they admired him, they liked him, and they appreciated the work he had done in their behalf. In the second place, the speech itself was not only full of interesting matter but it was delivered in a most pleasing manner. At times Mr. Grissom would remark parenthetically that he was speaking as a druggist and not as Collector of Internal Revenue. This would be when he was dealing frankly with subjects that concerned his administration of federal revenue affairs in North Carolina. During his speech, Mr. Grissom praised the druggists of the State for their desire to carry out specifically the provisions of the Harrison and Volstead Acts, and mentioned that those who intentionally violated these laws were so few as to be negligible. In his experience with pharmacists, he said he found their legal incorrections to grow out of an ignorance of some technical detail rather than a wilful intent to get around a statute. He warned the members of the Association that

certain interests were going actively to be arrayed against them shortly and advised that steps be taken in defense. He defended the stand he himself had taken in refusing to issue permits to general dealers to sell paregoric and certain other narcotics under the provisions of Class 5 of the Harrison Act, and explained why he had decided to make such refusal. Mr. Grissom spoke rapidly, at times with great eloquence, for thirty minutes and always held the interest of his hearers. At the conclusion of his speech he was given a hearty round of applause. As said before, it is very unfortunate that the address cannot be published here in full.

The Fifth Session adjourned at 10:30 p. m.

SIXTH SESSION

Thursday Afternoon

The Sixth and final session of the Association was held in the pavilion adjoining the Army and Navy Club at Southport whence the members had gone as guests of the Traveling Men's Auxiliary. It lasted but a short time and was concerned altogether with the election of officers. The result of the balloting is shown below in the list of officers for 1924-25.

President, J. P. Stowe, of Charlotte;

First Vice-president, A. A. James, of Winston-Salem;

Second Vice-president, N. W. Lynch, of Charlotte;

Third Vice-president, C. B. Miller, of Goldsboro;

Secretary-Treasurer, J. G. Beard, of Chapel Hill;

Member of Board of Pharmacy, J. A. Henderson, of Charlotte;

Members of Executive Committee: J. P. Stowe, A. A. James, N. W. Lynch, J. G. Beard, C. L. Eubanks, J. C. Hood, R. R. Copeland;

Local Secretary, J. G. Ballew, of Lenoir.

After the new officers had been installed and had each made a brief speech of acceptance, the members voted to adjourn the

45th annual convention to meet again at Blowing Rock on June 23-25, 1925.

(Signed)

J. G. BEARD,
Secretary-Treasurer.

FIRST MEETING OF NEW EXECUTIVE COMMITTEE

On the boat going back to Wilmington from Southport, the newly elected members of the Executive Committee assembled together and held their first business session. Mr. Stowe was elected chairman of the committee and Mr. Beard elected secretary. The members after long consultation decided upon a budget for the year, and in order better to guarantee that the amount of money needed would be secured, it was voted to authorize Mr. Beard to purchase a Ford automobile and personally canvass members and prospective members in North Carolina for the purpose of collecting dues and securing new members. The Ford was to be sold after the trip was completed. Mr. Beard's traveling expenses were to be paid, but he declined to accept any remuneration for the work. The Committee next voted to retain the services of Mr. Bowman for the year and directed the Secretary to draw up a contract with him for the period. It was decided to appoint Mr. C. M. Andrews, of Hillsboro, as Assistant Secretary-Treasurer

for the coming year. Other matters of a routine nature were disposed of after which the meeting adjourned, subject to the call of the president.

Entertainment Features

Local Secretary J. D. Nutt and the druggists of Wilmington, together with the Traveling Men's Auxiliary, offered the visiting delegates a well balanced program of entertainment during the Wrightsville meeting. On Tuesday evening a vocal and instrumental musicale was given by Prof. Frederick Spencer and his company. This was followed by a reception to President Lee and his official family. Refreshments were served, the ice cream being donated by the Carolina Ice Cream Co. On Thursday, the delegates were carried to Southport by boat and spent an interesting day as the guests of the Traveling Men's Auxiliary. Lunch was served at the Army and Navy Club. That evening at Lumina, a moving picture of six reels showed the delegates how bottles of all sorts were made at the plant of the Illinois Glass Co. Following this a complimentary dance was given the visitors by the druggists of Wilmington. The ladies attending the convention were several times entertained informally.

ROLL OF MEMBERS

An asterisk (*) before a member's name indicates attendance at the Wrightsville meeting.

A dagger (†) before a member's name denotes both life and charter membership.

Names of life members are printed in small capitals.

Names of charter members are printed in italics.

The date following a member's name indicates year of affiliation.

A		
*Abernethy, John Graham.....	1917	Elkin
Adair, Walter Holmes.....	1924	Salisbury
Adams, Edward Clarence.....	1910	Gastonia
Adams, Eugene Edgar.....	1924	Rutherfordton
Aiken, Leonard Walter.....	1917	Asheville
Alderman, J. Leroy, Ph.G.....	1923	Chapel Hill
Alexander, Oscar T.....	1924	Waynesville
Allen, Charles Henry.....	1920	Huntersville
Allen, H. H.....	1917	Cherryville
Allen, Walter Otts, Ph.G.....	1918	Hendersonville
Anderson, Banister.....	1924	High Point
Anderson, Joe.....	1924	New Bern

Andrews, Charles M., Ph.G.....	1908	Hillsboro
Andrews, R. H., Ph.G., P.D.....	1915	Burlington
Andrews, Wesley Thompson.....	1922	Goldsboro
Arps, Percy Madison.....	1920	Columbia
Atwater, Garland Marvin.....	1912	Greenville

B		
Baker, Walter Presley.....	1922	Raeford
Ballew, J. G.....	1917	Lenoir
Barker, Ernest Jerome.....	1916	Rowland
Barker, Walter Bryan.....	1922	Greensboro
Barkley, Dennis Edward.....	1920	Asheville
Barnes, Ben. Shaw.....	1905	Maxton

Barnes, Edwin Wilmer.....	1912	Pine Tops
Barnes, Hugh Albert.....	1920	Maxton
*Barnhill, Mabel.....	1908	Bethel
Barnhill, Walter Lee.....	1924	Wilson
Barrett, Raymond Ellis.....	1919	Princeton
Baucum, Alfred Vernon.....	1906	Apex
*BEARD, JOHN GROVER, Ph.G.	1908	Chapel Hill
Beavans, William Eugene.....	1919	Enfield
Beddingfield, Chas. H.....	1919	Clayton
*Beddingfield, Edgar T.....	1917	Clayton
Bell, Frank Roland.....	1924	Beaufort
Bell, Holley Mackie.....	1920	Windsor
Bellamy, Robert R.....	1893	Wilmington
Bennett, A. M., M.D.....	1912	Bryson City
Bennett, Kelly E., Ph.G.....	1912	Bryson City
*Benson, Ernest Stuart.....	1918	Wilmington
Bernard, Germain.....	1904	Durham
*Best, John Harper.....	1923	Asheboro
Bilbro, Quinton Trotman.....	1924	Asheville
Binford, Benjamin Wade.....	1924	Albemarle
Bingham, Minerva.....	1922	Ronda
Bingham, William Hunter.....	1924	Concord
*Bissette, Paul Branch.....	1924	Wilson
Bizzell, Harry Lee.....	1920	Kinston
Black, Bonner Brevard.....	1921	Landis
Blackwelder, George S.....	1922	Albemarle
Blair, Francis S.....	1924	Charlotte
*Blair, Rochell Kent, Ph.G.....	1919	Charlotte
Bland, J. A., Ph.G., Ph.C.....	1919	Charlotte
Blauvelt, William Henry.....	1922	Asheville
*Blue, A. F.....	1919	Laurinburg
Bobbitt, Adolphus Bracey.....	1919	Winston-Salem
Bobbitt, Louis Myron, Ph.G.....	1917	Winston-Salem
Boddie, Samuel Perry.....	1920	Louisburg
Bolton, J. Cener.....	1904	Rich Square
Bonner, Brem.....	1924	Durham
Boon, W. J.....	1904	Raleigh
Boone, D. Leonard.....	1905	Durham
Boone, John Troy.....	1915	East Durham
Boyce, James B., Jr.....	1916	Warrenton
BRADHAM, C. D. (1906).....	1895	New Bern
Bradley, Earl Landrum.....	1920	Old Fort
Bradley, Jesse P.....	1910	Burlington
*Brady, Chas. A.....	1919	Newton
Brame, Robert Marvin.....	1901	N. Wilkesboro
*Brame, W. A.....	1913	Rocky Mount
Brantley, John C.....	1917	Raleigh
Brantley, Paul Clayton.....	1916	Wendell
*Brewer, Stroud Otis.....	1915	Durham
Briles, David Thomas.....	1916	Rocky Mount
Brinkley, James Hackburn.....	1923	New Bern
Brisson, John Edgar.....	1924	Gastonia
Bristow, Ellie Burton.....	1924	Raleigh
Brooks, Frank Gibbons.....	1921	Siler City
Brookshire, Guy E., Ph.G.....	1919	Asheville
Brookshire, Lloyd P., Ph.G.....	1924	West Asheville
Brown, Henry C.....	1915	Goldsboro
*Brown, James Dulon.....	1916	Warsaw
Brown, Joseph Key.....	1913	Greenville
Bryan, Wm. Dempsey.....	1920	Tarboro
*Buffaloe, John Mack.....	1919	Fremont
Buhman, Walter L.....	1917	Hanes
Bunting, J. H., Ph.G. (1893).....	1923	Wilmington
Burnett, J. P.....	1918	Whitakers
Burrus, Samuel Brainard.....	1924	Asheville

Burwell, G. Ernest (1890).....	1923	Charlotte
*Burwell, W. A.....	1919	Rocky Mount
Butler, Alman Tyron, Ph.G.....	1922	Clinton
Byrd, Clement.....	1905	Greensboro

C

*Cain, Leighton Dewey.....	1921	Raleigh
Caldwell, Paul Grier.....	1922	Gastonia
Callahan, Edwin Forest.....	1920	West Durham
Callahan, James.....	1920	Greensboro
Campbell, Rowe B.....	1918	Taylorsville
Canaday, Ralph Clarence.....	1913	Four Oaks
*Canada, Andrew Thornton.....	1922	Winston-Salem
Capehart, Cullen Tucker.....	1920	Charlotte
Carpenter, Robert Earl.....	1922	Shelby
Carswell, Ransom Fred.....	1920	Winston-Salem
*Carter, Jesse, Jr.....	1911	Aberdeen
*CARTER, SAMUEL (1918).....	1915	Salisbury
Carter, Stamey.....	1918	Salisbury
Cashwell, Charles D.....	1918	Statesville
Cassell, A. Sam, Ph.G.....	1917	Winston-Salem
Cate, Arlindo S. (1909).....	1922	Greensboro
Caton, Earl J.....	1920	Charlotte
Cecil, Aros Coke, Ph.C.....	1919	High Point
Chalk, Skinner Ambrose.....	1913	Morehead City
Chalker, Ottis Geiger.....	1922	Winston-Salem
Clark, Claude Baxter.....	1924	Williamston
Claverie, Joseph S., Ph.M.....	1917	Asheville
Cline, Frederick Herman.....	1920	Kannapolis
Cline, Harvey Eugene.....	1919	Greensboro
*Cline, James Oran.....	1917	Granite Falls
Cobb, James Louis.....	1920	Greensboro
Cole, J. Fulton.....	1910	Carthage
Coleman, H. G., Ph.G.....	1915	Durham
Compton, James Wesley.....	1917	Salisbury
Cook, Robert E. Lee.....	1904	Tarboro
Cooke, Henry Maddry.....	1906	Spencer
*Copeland, Robert R., Ph.B.....	1917	Ahoskie
*Coppedge, J. Benj. (1913).....	1922	Raleigh
*Coppedge, James William.....	1915	Raleigh
Costner, B. P.....	1910	Lincolnton
*Council, Commodore T.....	1915	Durham
Cox, Garnett McLean.....	1922	Shelby
Crabtree, Esker P.....	1917	Henderson
Crabtree, Gilbert.....	1915	Raleigh
*CRABTREE, W. A. (1917).....	1915	Sanford
Crater, Charles Lee.....	1922	Nashville
*Crawford, Edgar P.....	1919	Mocksville
Creech, Durward Heber.....	1908	Smithfield
Creech, Seth.....	1924	Kinston
Croom, Robert Devane.....	1924	Maxton
Crutchfield, Thomas G.....	1920	Raleigh
*Culpepper, Frank Douglas.....	1913	Henderson
Cutchin, J. M., Jr., Ph.G.....	1908	Whitakers

D

Dailey, James Futrall.....	1922	Durham
*Dailey, R. I.....	1919	Reidsville
*Daniel, Elbert C.....	1916	Zebulon
Darlington, James Manly.....	1924	Winston-Salem
Davenport, Peter Ernest.....	1920	Washington
Davis, Clifford V.....	1921	Wilson
Davis, Edwin Bonner.....	1916	Morgantown
Davis, Junius W.....	1919	Edenton
Davis, Karl Welfare.....	1922	Winston-Salem

Dawson, Benj. Truet.....	1920	Rocky Mount
Dawson, Milton Piere.....	1920	Rocky Mount
*Dees, Fred.....	1919	Wallace
*Dees, R. E. Lee.....	1920	Burgaw
Dizor, Marvin Edward.....	1919	Mount Olive
<i>Dorsey, Melville.....</i>	1880	Henderson
Dover, Hugh Curtis.....	1921	Charlotte
Dowdy, David Astor.....	1918	High Point
Duffy, Frank S.....	1919	New Bern
Dunn, Robert A.....	1904	Charlotte
Durham, Carl Thomas.....	1918	Chapel Hill

E

East, J. S.....	1921	Morven
Edwards, Otho C., Ph.G.....	1922	Raleigh
Edwards, S. M.....	1919	Ayden
*Edwards, Thos. Northey.....	1919	Charlotte
Eldridge, Julius.....	1922	Mt. Airy
Ellington, Richard A.....	1922	Madison
*Elliott, Augustus Green.....	1915	Fuquay Springs
Elrod, Hugh Foster.....	1924	Gastonia
Elvington, D. A.....	1912	Wilmington
Etheridge, Samuel B.....	1917	Washington
Etheridge, Sidney G.....	1913	Elizabeth City
Etheridge, Thomas Jarvis.....	1920	Raleigh
*Eubanks, Clyde L.....	1915	Chapel Hill
Eubanks, James Norwood.....	1917	Greensboro
Evans, William Bryant.....	1924	Lexington

F

Farrell, R. D.....	1919	Greensboro
Faucette, William P.....	1915	Youngsville
Faulconer, Roscoe Conklin.....	1924	Burlington
Fearrington, Tom Bell.....	1924	Asheville
*Fentress, H. L.....	1883	Wilmington
Ferguson, Howard Inium.....	1924	Goldsboro
Farrell, Wessie Conway.....	1920	Nashville
Fetzer, Frank Goodson.....	1922	Wadesboro
Fields, James Thaddeus.....	1920	Laurinburg
Fields, James Thaddeus, Jr.....	1917	Laurinburg
Finger, Frederick E.....	1910	Kings Mt'n.
Finley, Gray Bynum.....	1920	Marion
Fisher, Lester.....	1920	Statesville
*Fitchett, Carl E.....	1916	Dunn
Fleming, Cary Hunter.....	1922	Raleigh
Fleming, Fred Henry, Ph.G.....	1924	Fairmont
Fordham, Christopher C.....	1897	Greensboro
Fordham, Christopher McK.....	1922	Greensboro
*Formyduval, Morrison.....	1918	Whiteville
Foster, Caney.....	1913	Weldon
Fowlkes, Wm. Mortimer.....	1920	Rockingham
Fox, Charles M.....	1909	Asheboro
Fox, Ludolph Glenn.....	1922	Rockingham
Frank, Harvey P.....	1922	Charlotte
*Frieze, William Scott.....	1919	Concord
*Fulghum, Raiford Thomas.....	1913	Kenly
Fullenweider, Phifer.....	1924	Rocky Mount
Fulmer, Verne Rufus.....	1924	Charlotte
Furr, Fitzhugh Lee.....	1921	Charlotte
*Futrelle, William Leon.....	1916	Wilmington

G

*Gaddy, Henry Moody, Ph.G.....	1917	Raleigh
Galloway, Rawley.....	1922	Raleigh
Gamble, Chas. Franklin.....	1920	N. Charlotte

*Gamble, John Paul.....	1921	Monroe
*Gardner, T. L.....	1908	Leaksville
Garner, Claude Vivian.....	1917	Wilson
Gaskins, Wm. Floyd.....	1920	Beaufort
Gattis, Philip D.....	1922	Raleigh
*Gibbs, Thomas R. (1908).....	1924	Belhaven
*Gilbert, Lomamie.....	1915	Benson
Gooch, Roland Louis.....	1922	Oxford
*GOODE, J. A. (1919).....	1911	Asheville
Goodman, George C.....	1881	Mooreville
Goodrum, C. S.....	1916	Davidson
Górham, Richard Speight.....	1919	Rocky Mount
*Graham, John Calhoun, Jr.....	1917	Red Springs
*GRANTHAM, G. K. (1918).....	1895	Dunn
Grantham, Hiram.....	1904	Red Springs
Grantham, Lewis Irvin.....	1916	St. Pauls
*Gray, Polk Cleypourne.....	1904	Statesville
*Green, Charles F.....	1915	Wilmington
Greene, Herbert Cooper.....	1920	Charlotte
Greene, John G., Ph.G.....	1919	High Point
*GREYER, C. P., P.D. (1917).....	1909	Morganton
Griffin, Brack C.....	1918	Salisbury
Griffith, W., Ph.G. (1914).....	1923	Hendersonville
Grimes, David.....	1924	Robersonville
Grimes, Thos. Walter.....	1920	Greenville
Grissom, Gilliam.....	1922	Raleigh
Grove, Charles Elmer.....	1922	Asheville
*Guion, Clayton Lloyd.....	1921	Norwood
Guion, Clyde Doyle.....	1919	Cornelius
*Guion, Howell N., Ph.G.....	1921	Marshville
*Gurley, Doyle Manly.....	1919	Sanford
Gurley, William Burden.....	1917	Windsor

H

Hagood, John Newton.....	1922	Canton
*Hall, James Malcolm.....	1922	Wilmington
Hall, Sam Canady, Ph.G.....	1924	Oxford
Hall, Thos. N.....	1919	Mooreville
Hall, William Paxton, Jr.....	1922	Forest City
Hamlet, Peyton Richard.....	1922	Asheville
Hamlet, Reginald.....	1922	Raleigh
†*Hancock, Franklin Wills.....	1880	Oxford
Hand, Jasper Kennedy.....	1922	N. Charlotte
Hardee, Aldridge Kirk.....	1924	Graham
*Hardin, Edward M.....	1916	Wilmington
*Hardin, Eugene B., Ph.G.....	1924	Wilmington
*Hardin, John H.....	1880	Wilmington
Hardwicke, St. John Hart.....	1924	Buies Creek
*Harper, C. P.....	1904	Selma
Harper, Carl Talmage.....	1917	Zebulon
Harris, Henry William.....	1921	Catawba
*Harrison, Thomas N., Jr.....	1916	Littleton
Hart, L. W.....	1921	Kings Mt'n.
Hart, Robert Lee.....	1920	Southern Pines
Harville, Reese Courts.....	1917	Thomasville
Hayes, Geo. Everett.....	1920	Hickory
Hayes, William A.....	1891	Hillsboro
Haymore, Joseph Baxter.....	1922	Norlina
Haywood, C. L.....	1910	Durham
Henderson, Chas. W.....	1924	Durham
*Henderson, James A.....	1921	Charlotte
Henderson, J.L., Ph.G., P.D.....	1913	Burlington
Herndon, Claude Nash.....	1922	Greensboro
Herring, Needham B.....	1917	Wilson
Herring, Robert R., Ph.G.....	1917	Oxford

Hester, Fred.....	1922	Asheville
Hesterly, Louis Enloe, Ph.G.	1914	Hendersonville
Hicks, Charles Glenn.....	1922	Raleigh
HICKS, HENRY T. (1917).....	1897	Raleigh
Hicks, Herma L.....	1919	Rocky Mount
*Higgins, Charles M.....	1918	McFarlan
Hill, Grover William.....	1919	Wilmington
Hill, John H.....	—	Goldsboro
Hilton, Charles McLane.....	1908	Greensboro
Hocutt, Delma Desmond.....	1920	Henderson
Hoffman, Joseph Filson.....	1920	Gastonia
Hogan, Alexander L., Ph.G.	1924	Kinston
Holland, Henry Odessa.....	1915	Apex
Holland, Willis Froneberger.	1924	Mount Holly
Holliday, Robert W.....	1917	Clinton
Hollingsworth, Joseph.....	1919	Mount Airy
Hood, D. H.....	1908	Dunn
Hood, Hal C.....	1918	Smithfield
*Hood, John C.....	1919	Kinston
Hood, Richard Thornton.....	1920	Kinston
Hood, T. R.....	1880	Smithfield
Hopkins, Harry B.....	1921	Concord
Horne, Charles J. O'H.....	1913	Greenville
†Horne, H. R.....	1880	Fayetteville
Horne, S. Ruffin, Phar.D.....	1920	Fayetteville
Horne, W. H.....	1924	Greenville
HORNE, W.W., Ph.C.(1917).....	1900	Fayetteville
Horsley, Howard Tate.....	1917	Bessemer City
House, Joseph.....	1924	Beaufort
*HOWELL, E.V., Ph.G.(1917).....	1892	Chapel Hill
Howerton, J. L. (1908).....	1922	Greensboro
Hoyle, Marion H.....	1919	Coolamee
Hufham, Walter.....	1918	Morehead City
Huggins, William Wesley.....	1924	Wilmington
Hughes, John Robert.....	1919	Madison
Hunter, Buxton W.....	1888	New Bern
Hunter, J. Boyce.....	1921	Charlotte
Hutchins, James Alexander.....	1910	Winston-Salem
*Hutchinson, J. McC.....	1922	Lumberton

I

*Ingram, L. M., Ph.G.....	1920	High Point
Irvin, Otho Leroy.....	1924	Concord
Iseley, George A.....	1920	Raleigh

J

Jacocks, Francis C.....	1910	Elizabeth City
James, Albert Allison.....	1916	Winston-Salem
Jarrett, Lloyd Montaville.....	1922	Biltmore
Jenkins, Lawrence Wilson.....	1922	Greensboro
Jernigan, Rupert.....	1915	Beaufort
Jetton, Robert M.....	1920	Comer, Ga.
Jetton, W. A.....	1912	Davidson
Johnson, Graham Page.....	1924	Wallace
Johnson, Joy Hugh.....	1922	N. Wilkesboro
Johnson, Roy Josiah.....	1924	Asheville
*Johnson, William Luther.....	1924	Gibson
Johnson, William Randal.....	1919	Rose Hill
Johnston, Albert Sherwood.....	1922	Smithfield
Joiner, Arthur Eugene.....	1924	High Point
Joiner, Leon B.....	1920	Salisbury
Jones, Alpheus.....	1915	Warrenton
Jones, John Barnes.....	1913	Fair Bluff
Jones, John Lee.....	1924	Canton
*Jones, Joseph Hunter.....	1919	Haw River

*Jordan, Dillon Leroy.....	1921	Clayton
*Joyner, Joseph Drewry.....	1915	Franklinton
Justus, William Hicks.....	1887	Hendersonville

K

Keever, James Woodfin.....	1918	Hickory
Kelly, John Robertson.....	1909	Greensboro
Kendall, Bloomfield Horton	1922	Shelby
Kendrick, T. W., Ph.G.....	1919	Charlotte
Kerner, Lewis Clarence.....	1905	Henderson
*Kibler, Ralph Emory.....	1922	Morganton
King, J. R.....	1915	East Durham
King, Leon Major.....	1922	Greensboro
Kirby, Guy Smith, Jr., Ph.G.	1920	Marion
Kirby, James Hines.....	1924	Kenly
Kirby, Kenneth A., Ph.G.....	1917	Charlotte
Kirksay, Lonnie Herman.....	1917	Morganton
Klutzy, A. J.....	1918	Greensboro
Koonce, John Edward, Ph.G.	1918	Chadbourne
Koonce, Thomas R., Ph.G.....	1922	Wilmington
*Kyser, Edw. V., Ph.G., Ph.C.	1923	Chapel Hill

L

Landquist, Thomas Eugene	1899	Winston-Salem
Langdon, Ralph E., Ph.G.....	1924	Coats
Lane, Walter Allen.....	1920	Tarboro
Lasley, Matthew Ivey.....	1924	Winston-Salem
Lawing, Karl Lauder.....	1922	Lincolnton
Layden, Edward Harris.....	1919	Lexington
Lea, Lumartin John.....	1909	Burlington
Lea, Verne Duncan.....	1920	Charlotte
*Ledbetter, E. DeB. Ph.G.....	1919	Wilmington
*LEE, PARMILLUS A. (1918)	1906	Dunn
Leggett, W. A.....	1897	Edenton
Lewis, Horace Reginald.....	1917	Asheville
Lewis, Wilson E.....	1919	Mount Olive
Liles, Wayland Andrew.....	1917	Pikeville
*Lisk, Daniel Clyde.....	1920	Charlotte
Lloyd, Thomas Philip.....	1920	Chapel Hill
Loftin, James Urus.....	1924	Albemarle
Lord, Charles A.....	1916	West Asheville
Lunn, Frank H., Ph.G.....	1917	Winston-Salem
Lutz, Horace Cleveland.....	1909	Hickory
*Lynch, Norman Walker.....	1920	Charlotte
Lyon, F. F.....	1916	Oxford
Lyon, Robert P.....	1919	Wadesboro
Lyte, James Edison, Ph.G.....	1916	Rowland

M

McBane, O. D.....	1919	Greenboro
*McDaniel, Wm. Aubrey.....	1919	Enfield
McDonald, A. H.....	1919	West Durham
McDonald, W. R., Jr., Ph.G.	1921	Hickory
McDowell, Norfleet Owen.....	1921	Scotland Neck
McDuffie, R. A., Ph.G.....	1915	Greensboro
McGahee, Goree Leo.....	1924	Asheville
McIlhenny, Thomas Cowan.....	1922	Winston-Salem
McKay, Daniel McNeill.....	1917	Durham
McKay, Harvey Hooper.....	1918	Gastonia
McKeel, Charles Baynor.....	1916	Columbia
McKenzie, Lacy McKinnon.....	1920	Lumberton
McKesson, Louis Walton.....	1902	Statesville
McKinney, William M.....	1915	Ayden
*McKinnon, W. L.....	1921	Wadesboro
McKnight, L. E.....	1921	Fayetteville

McLarty, Eugene.....	1922	Haw River
McManus, Matthew, T. Y.....	1924	Winston-Salem
McMillan, John D.....	1916	Lumberton
McMinn, J. M. (1883).....	1919	Asheville
McMullan, Francis H.....	1918	Asheville
McNair, William Ralph.....	1922	Henderson
McNeely, Morris C.....	1920	Gastonia
McNeil, George K.....	1906	Rowland
McNeil, George Raymond.....	1919	Whiteville
Mabry, Charles Snellings.....	1917	Hamlet
*Macon, Arthur Boise.....	1918	Salisbury
Malone, Charles Everett.....	1917	Salisbury
*Mann, J. D.....	1917	High Point
*Mann, Randall Newton.....	1919	High Point
Marrow, Chas. Taylor, Jr.....	1920	Greenville
Marsh, M. L.....	1902	Concord
Marsh, Numa F., Ph.G.....	1921	Ramseur
Marston, Richard Henry.....	1920	Kinston
*Martin, Alfred Newman.....	1922	Rosemary
Martin, Sydnor L., Jr.....	1924	Leaksville
Martin, Walter S.....	1912	Canton
*Matthews, Chas. E., Jr.....	1919	Roanoke R'ds
Matthews, George Edgar.....	1920	Fayetteville
Matthews, George W.....	1922	Asheville
Matthews, Walter Forest.....	1915	Randleman
*Matlocks, Albert McLean.....	1921	Wilmington
MATTON, G. A. (1917).....	1885	High Point
*Mayberry, E. B.....	1916	Maxton
Mayo, Thos. Harris.....	1920	Goldsboro
Mebane, William M.....	1922	Spring Hope
Melvin, Marion B., Ph.G.....	1924	Roseboro
Melvin, Perry J., Ph.G.....	1920	Fayetteville
Merritt, Nello Harward.....	1916	Carrboro
Miles, Morton Clifton.....	1917	Henderson
*Miller, Carl Tienken.....	1916	Wilmington
*Miller, Charles B., Ph.G.....	1890	Goldsboro
*Miller, Clarence M., Ph.G.....	1918	Wallace
Miller, E. H.....	1914	Mooreville
Miller, Wortha Willard.....	1922	Jonesboro
Millican, Alexander Graham	1921	Atlanta, Ga.
Mills, John Craton, Ph.G.....	1919	Charlotte
Mills, Joseph Arthur.....	1922	Tabor
Mills, Robt. Spencer, Jr.....	1924	Raleigh
MISSILDINE, E. E. (1917).....	1902	Tryon
*Mitchell, Crudup P. (1917).....	1922	Burlington
Mitchell, Franklin Troy.....	1924	Warsaw
*Mitchell, Henry Gother.....	1914	Hamlet
Mitchener, John A.....	1922	Edenton
Moir, Archie L.....	1919	Fayetteville
Montague, Geo. W.....	1919	Durham
Moore, A. Roy.....	1924	Wilson
Moore, Bernice C.....	1906	Wilson
Moose, A. Walter.....	1893	Mt. Pleasant
Moose, Walter Lee.....	1924	Mt. Pleasant
Morgan, Jesse T., Ph.G.....	1918	Benson
Morrisette, Calvin B.....	1919	Elizabeth City
Morrison, Matthew S.....	1906	Wilson
Morrow, N.....	1919	Gastonia
Mullen, Lester Boyd.....	1922	Asheville
Munday, Clifton Conner.....	1922	Taylorsville
Munday, James Coleman.....	1921	China Grove
Murchison, Ernest Edwin.....	1913	Sanford
Murphy, Charles Lee.....	1917	Salisbury
Murphy, John Carpenter.....	1924	Winston-Salem

N

Nance, John Sanford.....	1922	Charlotte
Nelson, Wm. G., Ph.G.....	1920	Wash., D. C.
Newsome, Henry C., Ph.G.....	1921	Mooreville
Nicholson, A. T.....	1915	Tarboro
Nicholson, M. A.....	1918	Troy
*Niestlie, William.....	1887	Wilmington
Norman, J. P.....	1924	Draper
Nowell, Edwin.....	1919	Greensboro
*Nowell, Wm. R.....	1913	Wendell
*Nutt, James D. (1880).....	1916	Wilmington
Nye, Geo. L., Ph.G.....	1919	Sylva

O

O'Brien, Joseph I.....	1923	Pinehurst
O'Donnell, John James.....	1924	Winston-Salem
O'Hanlon, Edward W.....	1895	Winston-Salem
Overman, Harold S.....	1908	Elizabeth City
Overman, Victor K.....	1919	Omaha, Neb.

P

Padgett, Everett Lee.....	1924	Asheville
Page, B. F., Ph.G.....	1906	Raleigh
Page, Henry Richard.....	1924	Laurinburg
Parker, Fernando Wood.....	1924	Raleigh
Parker, Richard Smith.....	1922	Murphy
Parker, Walter Wellington.....	1915	Henderson
Parker, W. W., Jr., Ph.G.....	1924	Henderson
Patterson, W. D.....	1917	Chapel Hill
Patillo, Roy Clifford.....	1924	Gastonia
*Payne, Harry E.....	1916	Wilmington
*Peacock, Moses A.....	1918	Benson
Pegram, Addie B., Ph.G.....	1921	Lenoir
Perry, Elijah B.....	1919	Littleton
Petrea, Fred S.....	1920	Greensboro
Phillips, Calvin B.....	1920	Lincolnton
Phillips, M. B., Ph.G.....	1919	Concord
Pierce, James S.....	1920	Rocky Mount
*Pierce, Malcom E.....	1920	Charlotte
Pike, E. L.....	1916	Hillsboro
Pike, Joseph W.....	1922	Concord
*PILKINGTON, G. R. (1920).....	1898	Pittsboro
*Pittman, Elmer J.....	1921	Fairmont
*Pittman, Joseph N.....	1921	Henderson
Pleasants, Frank R.....	1919	Louisburg
Poole, Laurie B., Ph.G.....	1924	West Durham
Pope, Henry Lennon, Ph.G.....	1908	Asheville
Porter, Charles Davis.....	1924	Concord
Porter, Clifford.....	1922	Black Mt'n.
Porter, Ernest.....	1922	Concord
Porter, William Clarkson.....	1924	Greensboro
Powell, David Earle.....	1922	Asheville
Powers, L. Bruce.....	1915	Raleigh
*Price, S. H., Ph.G.....	1920	Mooreville
Pritchard, Jas. M., Ph.G.....	1919	Chapel Hill
Pugh, Edward Stuart.....	1924	Windsor
PURCELL, S. M. (1920).....	1909	Salisbury

Q

Quinn, Flay Dewitt.....	1921	Shelby
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R

Ray, Ervin L.....	1918	Cameron
*RAYSOR, C. A. (1917).....	1904	Asheville
*Reaves, Edwin L., Ph.G.....	1920	Raeford

Reaves, L. E.....	1915	Raeford	Soler, Alberto, Ph.G.....	1918	Guaninao
*Redding, E. F.....	1919	Lucama			Oriente, Cuba
Reeves, Jefferson, Ph.G.....	1924	Waynesville	*Souders, Floyd B.....	1920	Fayetteville
Reinhardt, Robert L.....	1919	Forest City	Souders, O. Otis.....	1918	Fayetteville
Rhodes, Cader.....	1924	Raleigh	Sowell, Sam, Ph.G.....	1924	Hamlet
Rhyne, Clarence L.....	1922	Statesville	Stainback, Theodore Edgar.....	1915	Kinston
Rice, Leslie Davis.....	1924	Beaufort	Stallings, W. Herbert.....	1916	Fayetteville
Ridenhour, Davidson Giles.....	1917	Mount Gilead	*Stanback, Thomas M.....	1917	Spencer
Rider, Ivan H.....	1918	Winston-Salem	Stevenson, John T.....	1919	Elizabeth City
Rimmer, Eugene F.....	1920	Charlotte	Stewart, J. M., Ph.G.....	1916	Charlotte
*Rimmer, Robert M.....	1921	Mebane	Stimson, J. H.....	1912	Statesville
Ring, Clifton A.....	1908	High Point	Stone, Albert H.....	1922	Spray
Ring, Luther B.....	1922	Mount Olive	Stone, W. L., Ph.G.....	1922	Franklinton
*Ring, William A.....	1897	High Point	*Stowe, Charles D.....	1917	Asheville
Rives, Herbert Lisle.....	1924	Bethel	Stowe, Harry R.....	1912	Charlotte
Roberts, Herschel.....	1918	Weaverville	*Stowe, James P. (1921).....	1906	Charlotte
Robinson, John L.....	1919	Rutherfordton	Stowe, Lester H.....	1910	Belmont
Rogers, Ralph Peel.....	1912	Durham	Stratford, Parke C.....	1919	Greensboro
Rogers, William F.....	1915	Durham	Strayhorn, William F.....	1922	Durham
*Rose, Ira W., Ph.G.....	1906	Rocky Mount	*Suggs, Robert Bailey.....	1906	Belmont
Rose, J. L.....	1917	Hendersonville	Summey, Kelly Nims.....	1924	Mount Holly
Rosemond, Jacob F., Ph.G.....	1918	Kinston	Summey, Ptolemy Durant.....	1924	Dallas
Rosebaum, Carl D.....	1916	Tarboro	Summey, Purvey Burpee.....	1924	Mount Holly
Rowland, George J.....	1915	Henderson	Suttle, Julius Albert.....	1919	Shelby
*Rudisill, Jones S.....	1910	Cliffside	Suttlemyre, P. J., Ph.G.....	1922	Hickory
Rush, Geo. W. C., Ph.G.....	1919	Hamlet	Sutton, James L.....	1915	Durham
			Swaringen, DeWitt C.....	1909	China Grove
			Swindell, Edmund S.....	1922	Durham

S

Salling, A. T.....	1912	Wilmington
Sally, W. M.....	1912	Statesville
Sanders, Andrew J.....	1924	McAdenville
Sanford, Roger D., Ph.G.....	1922	Aberdeen
Sappenfield, William Alfred.....	1924	Rocky Mount
Sauls, M. M., Ph.G.....	1915	Ayden
Scoggin, Lewis E.....	1922	Louisburg
Scott, John M.....	1898	Charlotte
Scruggs, Richard G.....	1920	Asheville
*Seawell, Charles C.....	1912	Greensboro
*Senter, A. McD., Ph.G.....	1907	Monroe
Senter, Plennie L.....	1921	Raleigh
Shaw, Rufus Sugg.....	1917	Scotland Neck
Shell, Junius Edgar.....	1898	Lenoir
Shelton, Claude F.....	1916	Chadbourn
Sheppard, J. W., Ph.G.....	1896	Charlotte
*Sherard, J. F., P.D.....	1922	Henrietta
Shieder, G. A.....	1917	W. Asheville
Shook, Eulan.....	1918	Hickory
Shore, Madison Luther.....	1922	Raleigh
Simpson, T. S.....	1916	Winston-Salem
Sinclair, E. G.....	1921	Apex
Siske, G. C., Ph.G.....	1922	Greensboro
Sledge, Robert Steven.....	1922	Draper
Sloan, Frank A.....	1922	Albemarle
Sloop, Lonnie L.....	1919	Elm City
Smith, Casper.....	1914	Wilson
Smith, C. H., Ph.G.....	1919	Charlotte
Smith, Edward W.....	1919	Pilot Mountain
Smith, Fitz Lee.....	1918	Elon College
Smith, Frank S.....	1907	Asheville
Smith, Frank T.....	1888	Franklin
Smith, Leon.....	1920	Kannapolis
Smith, Thomas L.....	1917	Plymouth
Smith, William W.....	1922	Greensboro
*Snuggs, Wm. Henry.....	1911	Albemarle
Snipes, Coley Lamb.....	1924	Sanford

T

Talley, Hugh Atlas.....	1922	Marion
*Tarkenton, Edward L.....	1903	Wilson
*Tart, David W.....	1916	Roseboro
*Taylor, John L.....	1914	Charlotte
*Taylor, William P.....	1919	Roanoke Rapids
TEAGUE, M. F. (1919).....	1917	Asheville
Temple, Jasper Owen.....	1915	Kinston
Thomas, C. R. (1901).....	1911	Thomasville
Thomas, E. E.....	1915	Roxboro
*Thomas, E. R.....	1907	Duke
*Thompson, Albert Johnson.....	1924	Badin
Thornton, Wm. H.....	1920	Newton
Thrower, H. E.....	1919	Southern Pines
Tilley, John Everett.....	1924	W.-Salem
Tingen, William Z.....	1920	Raleigh
Tolar, John H.....	1922	Raleigh
Toms, Bate C.....	1919	Salisbury
Toms, Elmo Reid.....	1924	Wilmington
*Townsend, J. H.....	1915	Red Springs
Tripp, Guy Oscar, Ph.G.....	1924	Durham
Trent, John A.....	1922	Danville, Va.
Trotter, J. R.....	1917	Salisbury
Tucker, R. H.....	1919	Reidsville
Tucker, William M.....	1919	High Point
Tugwell, James B.....	1916	Lillington
Turlington, J. E., Ph.G.....	1919	Hendersonville
Turner, Thomas A.....	1915	Durham
Turnmire, Arthur P.....	1922	Mount Airy

U

Underwood, J. T.....	1918	Liberty
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V

Vinson, Emmett L.....	1922	Halifax
*Vinson, James T.....	1923	Goldsboro

W

Walker, B. W.....	1917	Rocky Mount
Walker, C. A.....	1912	Asheville
Walker, H. W., Ph.G.....	1919	Norlina
*Walker, Irving.....	1921	Reidsville
*Walker, Thomas A.....	1917	Charlotte
Walton, G. B.....	1920	Hendersonville
Ward, Edward Harvie.....	1924	Tarboro
Ward, Waits A., Ph.G.....	1924	Biltmore
Warren, B. S.....	1914	Greenville
Warren, J. C.....	1922	Benson
*Waters, G. W., Jr., Ph.G.....	1910	Goldsboro
Watkins, Theo Twitty.....	1920	Rutherfordton
Watkins, W. O.....	1922	Rutherfordton
Watson, D. I., M.D.....	1920	Southport
Watson, H. P., Jr.....	1917	Winston-Salem
Watson, Richard.....	1924	Tryon
Wearn, W. H.....	1884	Charlotte
Weatherly, A. E.....	1920	Greensboro
Webb, Eugene L.....	1919	Thomasville
*Webb, James S.....	1921	Wadesboro
Webb, Thomas P.....	1921	Shelby
Weed, Charles F.....	1921	Asheville
Welborn, William F.....	1919	Lexington
WELFARE, S. E. (1917).....	1917	Winston-Salem
West, J. Frank.....	1920	Belmont
Westbrook, A. P., Ph.G.....	1923	Saluda
Wharton, Lee A.....	1915	Gibsonville
Wheeler, Cyrus R.....	1920	Durham
Whelless, R. E. L.....	1916	Warsaw
White, Elliott S.....	1922	Tarboro
*White, F. L.....	1922	Mebane
White, George Spencer.....	1924	Lexington
*White, H. G.....	1916	Elm City
*White, James I.....	1918	Burlington
White, J. S., Ph.G.....	1921	Winston-Salem
White, John A., Ph.G.....	1921	Jonesboro
White, Joseph A.....	1921	Mooreville
White, Julian E.....	1915	Raleigh
*White, Luther, Phar. D.....	1921	Wilmingon
White, W. R., Ph.G.....	1910	Warrenton
Whitehead, Chas. Raymond.....	1924	Rocky Mount
*Whitley, Jesse R.....	1919	Fremont
Whittington, James M.....	1922	Winston-Salem
Wiggins, W. W., Ph.G.....	1922	St. Pauls
Wilkins, William R.....	1918	N. Wilkesboro
Williams, A. H. A.....	1916	Oxford
Williams, H. C.....	1912	Charlotte
*Williams, John C.....	1921	Gastonia
Williams, L. L.....	1921	Morven
Williams, M. Van B.....	1920	Winston-Salem
Williams, Morrison P.....	1902	Charlotte
Williams, Robert I.....	1880	Raleigh
Williams, S. W.....	1919	Raleigh
Williams, T. F., Phar.D.....	1924	Salisbury
Williamson, Joseph Worth.....	1924	Fairmont
*Willis, Beatrice A., Ph.G.....	1922	New Bern
*Willis, Robert Moore, Ph.G.....	1921	Southport
Wilson, Eugene C.....	1921	Greensboro
Wilson, G. S., Ph.G.....	1921	Belmont
Wilson, Lowry Reed.....	1924	Lowell
Wilson, Thomas Harvey.....	1924	Thomasville
Wilson, Thomas V., Ph.G.....	1924	Hendersonville
*Wilson, Wm. B.....	1920	Hendersonville
Wohlford, Herbert W.....	1921	Charlotte

Wolfe, Benj. H.....	1919	Charlotte
Wolfe, Carl.....	1919	Hickory
Wolfe, Drayton.....	1919	Lincolnton
Wolfe, William S.....	1919	Mt. Airy
*Woodard, Ernest V.....	1919	Selma
Woolard, Edward W.....	1922	Henderson
*Wrike, Walter Curtis.....	1922	Graham

Y

Yoder, Coley R.....	1922	Newton
*Young, John.....	1918	Weldon

Z

†Zoeller, Edward V., Ph.G.....	1880	Tarboro
Zuckerman, Isaac L.....	1918	Durham

ASSOCIATES

Adams, Lowry Thomas.....	1924	Winston-Salem
Andrews, Robert O.....	1920	Tryon
Blue, H. L., Jr.....	1918	Fairmont
Calton, Renneth C.....	1922	Nashville
Caplan, Isaac Leo.....	1922	Old Fort
Carmichael, E. G.....	1923	Albemarle
*Charles, Gloma A.....	1919	Aberdeen
Cole, S. F.....	1919	Carthage
Cook, Robert Foyle.....	1924	Asheville
Cox, Thomas M.....	1922	Asheville
Coxe, James S.....	1920	Raleigh
Craig, William Franklin.....	1924	Gastonia
Creech, Wilmer Brinton.....	1924	Kinston
Curtis, Rufus H., Ph.G.....	1924	Greensboro
Dill, Geo. W.....	1924	Moreh'd City
Dixon, Herman Lewis.....	1922	Charlotte
*English, Nereus C.....	1924	Monroe
*Finley, Robert Sylvester.....	1917	Asheville
Funderburk, Rupert.....	1924	Monroe
Griffin, Ellerbe W.....	1922	Kings Mt'n.
Guiton, John A.....	1921	St. Pauls
Hedgepeth, R. A.....	1924	Lumberton
Heffner, Offit DeWitt.....	1920	Lenoir
*Hicks, Ernest L.....	1923	Concord
Hine, Martin L.....	1922	Asheville
Hoey, Frank E.....	1922	Shelby
Holloman, Lewis Jason.....	1924	Charlotte
Ireland, Samuel R.....	1922	Winston-Salem
Jackson, Leonidas.....	1924	Duke
Kennedy, J. H.....	1923	Gastonia
Little, George R.....	1920	Saluda
Long, Adalia H.....	1921	Forest City
McCall, Thomas C.....	1922	Rocky Mount
Marsh, Joseph B.....	1922	Salisbury
Mashburn, Pinkey H.....	1922	Old Fort
Murrow, Lelon Colquitt.....	1924	Asheville
Page, Clarence E.....	1922	Henderson
Peeler, George Calvin.....	1922	Salisbury
Phillips, William B.....	1921	Goldsboro
Robertson, Willie N.....	1920	Laurinburg
Rush, Wesley S.....	1922	Candor
Shaw, Daniel Ralph.....	1924	Lumberton
Sheffield, Bernard C.....	1922	Warsaw
Speed, Robert R.....	1921	Franklinton
Stell, Robert H.....	1921	Washington
Thompson, Oma M.....	1922	Raleigh
Taylor, William Mabry.....	1924	Winston-Salem
Taylor, Wiley Roberts.....	1924	Fairmont

Underwood, Hamilton Polk.....	1924	Fayetteville
*Vick, James Grey.....	1924	Wilson
Walker, Merrill Early.....	1922	Norlina
Wells, W. H.....	1924	Oxford
White, Perry Dare.....	1922	Monroe

HONORARY

Beal, James Hartley.....	Urbana, Ill.
Chase, Harry Woodburn.....	Chapel Hill, N. C.
Grove, E. W.....	St. Louis, Mo.
Kelly, Evander F.....	Baltimore, Md.
Kraemer, Henry.....	Detroit, Mich.

Rusby, H. H.....	New York City
Venable, Francis Preston.....	Chapel Hill, N. C.
Wooten, Thomas V.....	Chicago, Ill.

TOTAL MEMBERSHIP

Life Members.....	19
Associate Members.....	53
Honorary Members.....	8
Charter Members.....	8
Regular Members.....	682
Total.....	770

TRAVELING MEN'S AUXILIARY

OFFICERS

M. J. LEIMKUHLER.....	<i>President</i>
R. W. LOWE.....	<i>Vice-President</i>
LAMBERT KUHN.....	<i>Secretary-Treasurer</i>

MEMBERS

(List Supplied by Secretary Kuhn)

Alexander, R. H.	Goodrich, J. F.
Anderson, J. F. B.	Hayes, P. A.
Ballard, R. J.	Heist, R. D.
Barnby, T. F.	Henderson, J. R.
Bateman, W. C.	Henry, Chas. L.
B'loome, J. W.	Hersman, M. C.
Bowers, J. B.	Hicks, Gray
Bradburn, R. J.	Hicks, H. T.
Bradshaw, B. E.	Hoft, B. A.
Brewer, S. O.	Hoge, P. A.
Burwell, W. A.	Holmes, R. P.
Butler, T. F.	Hubbard, S. L.
Callahan, J.	Huggins, H. H.
Civil, J. K.	Hunter, R. E.
Compton, D. E.	Hunter, R. W.
Coppedge, J. B.	Jenkins, W. S.
Coppedge, J. W.	Johnson, W. L.
Craven, H. E.	Kellam, A. R.
Crews, W. E.	Kelly, P. L.
Currens, T. F.	Kuhn, L.
DeRake, J.	Lamar, J. B.
DeLamater, E. L.	Latta, H. J.
Dixon, W. R.	Leavister, T. O.
Dunkley, W. A.	Leimkuhler, M. J.
Epps, H. B.	Lowe, R. W.
Ferrell, O. E.	Lyle, A. H.
Ferrell, J. C.	McElveen, W.
Foege, John, Jr.	Marks, A. C.
Foster, W. E.	Miles, Ira B.
Franck, Geo. F.	Miller, E. M.
Gaddy, H. M.	Miller, W. C.

Moore, Zeb. M.
 Norwood, R. L.
 O'Bannon, Jas. B.
 Pierce, E. A.
 Pierce, W. L.
 Rasbury, R. H.
 Richardson, H. S.
 Reid, F. L.
 Reinach, A. H.
 Reinheimer, Ike
 Reinheimer, Lee
 Rich, R. G.
 Richards, T. E.
 Rider, H. L.
 Robertson, M. L.
 Rowe, John

Shackelford, H. L.
 Smith, H. K.
 Smith, T. J.
 Smith, W. F.
 Stern, A.
 Taylor, John
 Torrence, W. H.
 Tyndoll, C. G.
 Vick, E. W.
 Watson, Fred L.
 Watts, R. M.
 Webb, L. A.
 Welhouse, L. S.
 Wolfe, S.
 Yearby, Adolph
 Young, R. A.

THE WOMAN'S AUXILIARY

OFFICERS

MRS. F. W. HANCOCK, Oxford.....*President*
 MRS. C. P. GREYER, Morganton.....*Vice-President*
 MRS. J. D. JOYNER, Franklinton.....*Secretary-Treasurer*

The fifth annual meeting of the Woman's Auxiliary of the North Carolina Pharmaceutical Association was held in the Assembly Room of the Oceanic Hotel, Wrightsville Beach, N. C., on June 25, 1924.

The president, Mrs. Hancock, called the meeting to order and read the minutes of the last meeting, the secretary being absent. The minutes were approved and put on file.

Officers for the ensuing year were elected as follows: President, Mrs. F. W. Hancock, Oxford; Vice-president, Mrs. C. P. Greyer, Morganton; Secretary-Treasurer, Mrs. J. D. Joyner, Franklinton.

Mrs. Hancock expressed a desire to give up the presidency, but upon the urgent request of the members she consented to serve for another year.

It was moved and carried that all members pay back dues.

A vote of thanks was given the following firms for their help in furnishing prizes and souvenirs for the entertainments given by the Auxiliary. Richard Hudnut, The Colgate Co., Norris, Inc., Huyler's, Elmer Candy Co., Hollingsworth Candy Co., and the Nunnally Co.

After the appointment of the Social and Membership committees there being no further business the meeting was adjourned.

(Signed) MRS. J. D. JOYNER,
Secretary-Treasurer.

MEMBERS

(List Supplied by Mrs. J. D. Joyner)

Mrs. J. G. Abernethy.....	Elkin	Mrs. K. E. Bennett.....	Bryson City
Mrs. H. H. Allen.....	Cherryville	Mrs. J. H. Best.....	Asheboro
Mrs. J. G. Ballew.....	Lenoir	Mrs. R. K. Blair.....	Charlotte
Miss Mabel Barnhill.....	Bethel	Mrs. A. F. Blue.....	Laurinburg
Mrs. W. C. Bateman.....	Raleigh	Mrs. J. B. Bowers.....	Richmond, Va.
Mrs. A. V. Baucom.....	Apex	Mrs. F. O. Bowman.....	Chapel Hill
Mrs. H. M. Bell.....	Windsor	Mrs. W. L. Buhmann.....	Winston-Salem

Mrs. E. J. Caton.....	Charlotte	Mrs. P. A. Lee.....	Dunn
Mrs. Roy Champion.....	Winston-Salem	Mrs. M. J. Leimkuhler.....	Charlotte
Mrs. J. K. Civil.....	Charlotte	Mrs. J. A. Lyle.....	Richmond, Va.
Mrs. J. S. Claverie.....	Asheville	Mrs. John McMillan.....	Lumberton
Mrs. H. E. Cline.....	Greensboro	Mrs. E. E. Missildine.....	Tryon
Mrs. H. H. Cooke.....	Spencer	Mrs. E. E. Murchison.....	Sanford
Mrs. E. P. Crawford.....	Mocksville	Mrs. M. A. Nicholson.....	Troy
Mrs. D. H. Creech.....	Smithfield	Mrs. S. J. North.....	Charlotte
Mrs. E. C. Daniels.....	Zebulon	Mrs. J. D. Nutt.....	Wilmington
Mrs. E. B. Davis.....	Morganton	Mrs. J. B. O'Bannon.....	Charlotte
Mrs. S. M. Edwards.....	Ayden	Mrs. E. W. O'Hanlon.....	Winston-Salem
Mrs. T. N. Edwards.....	Charlotte	Mrs. W. L. Pierce.....	Charlotte
Mrs. C. L. Eubanks.....	Chapel Hill	Mrs. I. H. Rider.....	Winston-Salem
Mrs. Carl Fitchett.....	Dunn	Mrs. J. S. Rudisill.....	Cliffside
Mrs. John Foege.....	Richmond, Va.	Mrs. John M. Scott.....	Charlotte
Mrs. C. M. Fox.....	Asheboro	Mrs. J. R. Secrest.....	Winston-Salem
Mrs. O. E. Franklin.....	Asheville	Mrs. C. D. Sedberry.....	Fayetteville
Mrs. W. Scott Frieze.....	Concord	Mrs. J. E. Shell.....	Lenoir
Mrs. R. T. Fulghum.....	Kenly	Mrs. J. W. Sheppard.....	Charlotte
Mrs. J. A. Goode.....	Asheville	Mrs. A. L. Sterner.....	Greensboro
Mrs. G. K. Grantham.....	Dunn	Miss Edith Stevenson....	Washington, D. C.
Mrs. C. P. Greyer.....	Morganton	Mrs. J. P. Stowe.....	Charlotte
Mrs. F. W. Hancock.....	Oxford	Mrs. E. L. Tarkenton.....	Wilson
Mrs. E. V. Harrison.....	Concord	Mrs. D. W. Tart.....	Roseboro
Mrs. H. G. Harper.....	Charlotte	Mrs. M. W. Taylor.....	Winston-Salem
Mrs. J. A. Henderson.....	Charlotte	Mrs. E. R. Thomas.....	Duke
Mrs. C. L. Henry.....	Washington, D. C.	Mrs. T. A. Walker.....	Charlotte
Mrs. H. T. Hicks.....	Raleigh	Mrs. E. A. Watkins.....	Rutherfordton
Mrs. H. C. Hood.....	Smithfield	Mrs. S. E. Welfare.....	Winston-Salem
Mrs. M. H. Hoyle.....	Cooleemee	Mrs. L. A. Wharton.....	Gibsonville
Mrs. J. A. Hutchins.....	Winston-Salem	Mrs. J. I. White.....	Burlington
Mrs. F. G. Jacocks.....	Elizabeth City	Mrs. J. R. Whitley.....	Spring Hope
Mrs. A. A. James.....	Winston-Salem	Mrs. M. P. Williams.....	Charlotte
Mrs. J. D. Joyner.....	Franklinton	Mrs. S. W. Williams.....	Raleigh
Mrs. Ralph Kibler.....	Morganton	Mrs. C. L. Wilson.....	Dunn
Mrs. Herman Kirksey.....	Morganton	Mrs. H. W. Wohlford.....	Charlotte
Mrs. Lambert Kuhn.....	Baltimore, Md.	Mrs. E. V. Woodard.....	Selma

FORTY-THIRD ANNUAL REPORT
OF THE
NORTH CAROLINA BOARD OF PHARMACY

1924

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1924-1925

*Commissioned by His Excellency, the Governor
of North Carolina*

K. E. BENNETT, Bryson City.....	Term expires April 28, 1925
C. P. GREYER, Morganton.....	Term expires April 28, 1926
E. V. ZOELLER, Tarboro.....	Term expires April 28, 1927
I. W. ROSE, Rocky Mount:.....	Term expires April 28, 1928
F. W. HANCOCK, Oxford.....	Term expires April 28, 1929

PRESIDENT

EDWARD V. ZOELLER.....	Tarboro
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SECRETARY-TREASURER

F. W. HANCOCK.....	Oxford
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ATTORNEY

B. S. ROYSTER.....	Oxford
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FORTY-THIRD ANNUAL REPORT OF THE NORTH CAROLINA BOARD OF PHARMACY

Letter of Transmissal

Oxford, N. C., June 1, 1924.

To His Excellency,
Cameron Morrison,
Governor of North Carolina.

Sir:—

We have the honor to submit herewith the forty-third annual report of the North Carolina Board of Pharmacy for the year ending May 31, 1924, including a financial statement of the year's transactions.

Included also are lists showing the registered pharmacists, registered assistant pharmacists, permitted physicians, those registered by reciprocity, duplicate certificates issued and deaths.

Respectfully submitted,

F. W. HANCOCK, *Secretary-Treasurer*,
N. C. Board of Pharmacy.

REPORT OF F. W. HANCOCK **Secretary-Treasurer, North Carolina** **Board of Pharmacy**

Oxford, N. C., June 1, 1924.

To the Officers and Members of the North Carolina Pharmaceutical Association,

Sirs:—In compliance with the requirements of the N. C. Pharmacy law I submit herewith a report of the North Carolina Board of Pharmacy for the year ending May 31, 1924.

Meetings and Examinations

The one hundredth meeting (100th) (this being the annual meeting) of the Board was held at Chapel Hill, N. C., June 15 and 16, 1923, the following members of the Board being present: E. V. Zoeller, C. P. Greyer, K. E. Bennett and F. W. Hancock. In the absence of Mr. I. W. Rose, on account of sickness, the President of the Board presented his commission from the Governor as a member of the Board for a term of five (5) years beginning April 28, 1923. At-

tached to the commission was the oath of office taken before the clerk of the Superior Court of Nash County. Twenty-two (22) candidates took the examination, the theoretical being held in the Graded School Building and the practical in the Pharmacy Building. The following seventeen (17) having made the required percentage were duly ordered licensed and registered:

Alderman, J. L.....	Edenton
Best, J. H.....	Greensboro
Bland, J. A.....	Charlotte
Cecil, A. C.....	High Point
Gibson, A. M.....	Gibson
Goode, B. S.....	Windsor
Hales, R. A., Jr.....	Kenly
Hogan, A. L.....	Ellerbe
Lamm, L. M.....	Lucama
Langdon, R. E.....	Coats
Milton, R. H.....	Albemarle
Parker, W. W., Jr.....	Henderson
Reaves, E. L.....	Raeford
Reeves, Jefferson.....	Waynesville
Rush, G. W. C.....	Candor
Westbrook, A. P.....	Dunn
Wrenn, S. M.....	Garner

The one hundred and first (101st) meeting of the Board was held at Raleigh, N. C., on November 26 and 27, 1923, with the following members of the Board present: E. V. Zoeller, I. W. Rose, C. P. Greyer, K. E. Bennett, and F. W. Hancock. Fourteen (14) candidates took the examination, thirteen (13) Pharmacists and one (1) the Assistant. The following were successful:

PHARMACISTS

Badham, Bessie B. (Col.).....Edenton
 Tilley, J. E.....Granite Falls
 Tripp, G. O.....Ayden

ASSISTANT

Heslep, F. W.....Asheville

Re-Registration

The following pharmacists have re-registered during the year:

Ahrens, A. G.....Wilmington
 Brame, P. J., Jr.....North Wilkesboro
 Browning, B. H.....Littleton
 Canady, W. A.....Raleigh
 Chappell, J. C.....Raleigh
 Cole, J. F.....Carthage
 Davis, I. I., Jr.....Concord
 Gardner, W. H.....Shelby
 Hopkins, H. B.....Concord
 Johnson, J. H.....North Wilkesboro
 Johnson, A. S.....Smithfield
 Jones, J. H.....Haw River
 Lasley, M. I.....Winston-Salem
 Love, T. L. (Col.).....Raleigh
 McBane, T. W.....Raleigh
 Miller, C. M.....Wallace
 Page, H. R.....Laurinburg
 Powell, D. A.....Goldsboro
 Rhinehardt, C. B.....West Asheville
 Robertson, E. G.....Raleigh
 Sedberry, H. B.....Elizabeth City
 Tugwell, J. B.....Lillington
 Williston, J. T. (Col.).....Fayetteville
 Williams, H. C.....Charlotte
 Winstead, O. P.....Nashville
 Yoder, C. R.....Newton

Names Removed from Register for Failing to Renew License

The following pharmacists failing to renew their license were, in accordance with Section 16 of the Pharmacy Law, removed from the Register:

Avinger, N. S.....Jacksonville, Fla.
 Barkley, D. E.....Asheville
 Bradley, Augustus.....Burlington
 Beck, R. T.....Germanton
 Brooks, M. W.....Atlanta, Ga.
 Bryson, C. P.....Hendersonville
 Cain, H. E.....Winston-Salem
 Cates, C. H.....Burlington
 Clapp, Clarence.....Newton
 Cox, M. H.....Asheville
 Fields, W. L.....Laurinburg
 Fisher, E. D., M.D.....Brookneal, Va.
 Gale, J. W.....Polkton
 Garner, C. V.....Wilson
 Gaskins, W. F.....New Bern
 Griffin, H. A.....Rocky Mount
 Hart, L. W.....Gastonia
 Haygood, J. N.....Canton
 Hinderlite, J. W.....Raleigh
 Hollowell, J. K.....Dublin, Ga.
 Hoyle, H. B.....Manteo
 Hunter, F. P.....Portsmouth, Va.
 Lafferty, P. M.....Concord
 Lea, P. J.....Burlington
 Long, Roy.....Hickory
 Lytch, J. E.....Rowland
 Martin, E. W.....Florence, S. C.
 McCraw, W. P.....Kinston
 McKeel, C. B., Jr.....Charlotte
 Parker, R. H.....Durham
 Powell, J. C.....Norfolk, Va.
 Pritchard, J. M.....Chapel Hill
 Richardson, J. D. (Col.).....Salisbury
 Rogers, R. A.....Richmond, Va.
 Scoggin, L. E.....Louisburg
 Sheppard, J. E.....Oyster Bay, N. Y.
 Townsend, E. F.....Raeford
 Ward, W. H., M.D.....Plymouth
 White, J. A.....Mooresville
 Woolard, E. W.....Henderson

NECROLOGY RECORD

The following Pharmacists, ten (10) in number, have died
during the year :

JEFFERSON BRUCE
HOT SPRINGS

W. R. BURWELL
CHARLOTTE

C. H. CAVIS
GASTONIA

HENRY DUNN
KINSTON

C. C. HAYES
GREENSBORO

O. G. KING
RALEIGH

A. C. LATHAM
BATH

L. C. McDONALD
DURHAM

C. D. SEDBERRY
FAYETTEVILLE

L. T. WHITAKER, M.D.
ENFIELD

RECIPROCITY

In conformity with the provisions of the Pharmacy Law of North Carolina our Board reciprocates certificates of registration with forty-four States and the District of Columbia, provided the same conditions existed in the State in which the applicant first registered by examination that existed in this State at that time. All reciprocal registration is granted through the National Association of Boards of Pharmacy located at Chicago, Ill.

The applications of the following were accepted during the year and they were duly registered and licensed:

Adair, W. H., from Ala.
 Alston, M. J., (Col.), from Tenn.
 Anderson, Banister, from Va.
 Blair, F. S., from S. C.
 Burrus, S. B., from Ga.
 Chandler, H. C., from Ga.
 Chetty, P. V., from Va.
 de Pinna, P. T., from D. C.
 Donnell, C. S., from Mich.
 Evans, W. B., from Ga.
 Feagin, E. L., from Ala.
 Fearrington, T. B., from Miss.
 Fleming, J. M., from S. C.
 Harrell, J. W., from Va.
 Hough, J. T., from S. C.
 Irvin, O. L., from Ga.
 Judy, M. S., from S. C.
 Lamar, W. L., from Ala.
 Laney, W. D., from Mo.
 Lyon, W. B., from Va.
 Norman, J. P., from Va.
 O'Donnell, J. J., from Ga.
 Smith, J. P. F., from S. C.
 Snypes, C. L., from Ga.

The following registered pharmacists from this State have registered by reciprocity in other States during the year:

P. J. Brame, Jr., in Arizona.
 O. E. Franklin in D. C.
 W. A. Lowry in D. C.
 G. C. Robinson in Va.

Eleven (11) applicants for registration by reciprocity not being eligible were rejected during the year as follows:

5 from Georgia.
 2 from Tenn.
 1 from Florida.
 1 from S. C.
 1 from Miss.
 1 from Mich.

Permitted Physicians

Permits were granted the following physicians living in towns of 500 inhabitants, or less, to conduct drug stores:

Beasley, E. B.....Troutman, Pitt Co.
 Bender, E. L.....Trenton, Jones Co.
 Brantley, C. H.....Bailey, Nash Co.
 Burt, B. W.....Holly Springs, Wake Co.
 Caddell, G. C.....Hoffman, Richmond Co.
 Crumpler, E. L....Fair Bluff, Columbus Co.
 Flagge, P. W.....Jamestown, Guilford Co.
 Fourd, F. O....Connelly Springs, Burke Co.
 Goley, W. R.....Shallotte, Brunswick Co.
 Howell, W. L.....Ellerbe, Richmond Co.
 Johnson, S. R.....Townsville, Vance Co.
 Person, E. C.....Pikeville, Wayne Co.
 Proffitt, T. J.....Elk Park, Avery Co.
 Reed, D. H.....Kenansville, Duplin Co.
 Smith, C. E.....Bakersville, Mitchell Co.
 Smith, R. C.....Newport, Carteret Co.
 Sossoman, J. C.....Midland, Cabarrus Co.
 Stone, G. E.....King, Stokes Co.
 Sumner, T. W.....Fletcher, Henderson Co.
 Young, C. R.....Angier, Harnett Co.

The following physicians, failing to renew their permits, were dropped from the registered list, in accordance with Section 16 of the Pharmacy Law:

Choate, J. W.....Ronda, Wilkes Co.
 English, E. L....Rosman, Transylvania Co.
 Harper, J. M.....Fair Bluff, Columbus Co.
 Long, D. T.....Hurdle Mills, Person Co.
 McKay, J. F.....Buies Creek, Harnett Co.

INSPECTIONS AND PROSECUTIONS

Report of F. O. Bowman, Inspector

Chapel Hill, N. C., May 31, 1924.

To the North Carolina Board of Pharmacy,
 Gentlemen:—

I have the honor to submit herewith report of the inspection work done by me from July 1, 1923 to May 31, 1924, the time spent

in this work during the eleven month's period referred to, being from 15 to 20 days each month.

During this time I have visited two hundred and seventy-six towns having drug stores out of the three hundred and fifteen, and have inspected eighteen hundred and fifty-eight stores, six hundred and thirty-nine of this number being drug stores and the remaining twelve hundred and nineteen general and grocery stores, which handle drugs and medicines.

Thus it will be seen that every section of the State has been covered, (ninety-seven of the one hundred Counties), and with few exceptions all of the drug stores have been visited, and in some instances it has been necessary to make several visits to some of the same stores in order to correct the irregularities existing. While but twelve hundred and nineteen stores of general dealers and grocers have been inspected personally by me, more than two thousand more have been sent from my office a copy of the revised circular issued last June by the Board of Pharmacy showing them that after the expiration of their present registration in Class 5 under the Harrison Narcotic Law they could not be re-registered as dealers in Exempt Narcotic Preparations, as the sale of such preparations would after that date be confined to licensed pharmacists or physicians holding permits to conduct drug stores.

Numerous irregularities have been discovered among the drug stores and some twenty or more of these were corrected without having to institute prosecutions. At the present time, however, there are perhaps thirty or more irregularities among the drug stores which should be corrected as soon as it is possible to obtain sufficient evidence to justify prosecution and assure convictions, if they are not corrected before this can be done.

No prosecutions have been instituted against the outside dealers, even though practically all of them have been found to be retailing prohibited articles of medicinal merchandise, as the policy of the Board is to first notify and advise these dealers as to

what medicines they are permitted to handle. While none of them have been prosecuted, the work which has been done has had splendid results.

Several indictments have been brought during the year, however, against drug store proprietors and clerks for violating the provisions of the Pharmacy Law and convictions obtained, while other indictments have been drawn by Solicitors and will be presented to their respective Grand Juries when their Court convenes.

Evidence was secured against Frank Marston of Kinston who is not a licensed pharmacist for conducting The Central Pharmacy at that place; also for compounding prescriptions and selling poisons. A presentment was made to the grand jury of Lenoir County at the December term of criminal court (1923). Likewise E. B. Marston of the same place who is not a licensed pharmacist was presented for permitting this store to be illegally operated. For some unknown reason the grand jury failed to find a true bill at the following term of court.

Evidence was secured against C. Strauss Peele, proprietor of the Peele Drug Company of Princeton, who is not a licensed pharmacist, for operating his store without employing the services of a registered pharmacist; also for compounding physicians' prescriptions, dispensing medicine, retailing poisons, and offering and exposing drugs for sale at retail. Warrants were sworn out before the Recorder of Johnson County alleging these acts. The case came up for trial April 7th. A plea of guilty was made and the Recorder imposed a fine of \$50.00 and costs.

Evidence being secured against W. M. and F. A. Cuthbertson (Col.) of Monroe, neither of them being a licensed druggist, warrants were sworn out against W. M. Cuthbertson for managing the People's Drug Store of that place and permitting an unlicensed person to fill prescriptions and sell drugs, medicines and poisons, and against F. A. Cuthbertson for compounding physicians' prescriptions, dispensing medicines and retailing poisons. These cases were tried on May 26th and the judgment of the court was that the defendant should pay the cost to-

gether with a suspended jail sentence which each must serve if he again violates the law with the respect to the sale of drugs.

J. W. Dellinger of Stanley was indicted before a magistrate for conducting The Stanley Drug Company of that place without employing the services of a licensed pharmacist, and also for compounding physicians' prescriptions and retailing poisons. At the hearing he was bound over to the next term of the Superior Court of Gaston County and was placed under bond of \$300 for his appearance. At the trial prayer for judgment was continued upon payment of the cost.

R. J. Lander of Hamlet was indicted before the Recorder for operating The Hamlet Drug Company without employing the services of a licensed pharmacist, and for compounding physicians' prescriptions and retailing poisons. Prayer for Judgment was continued upon payment of the cost.

Evidence has been secured against Oscar Ashe of Franklin who is not a licensed pharmacist for operating the Franklin Pharmacy Company at that place and for compounding prescriptions and retailing drugs and medicines. The Solicitor has drawn the bills of indictment and will place them before the grand jury for action at the next term of Superior Court of Macon County which convenes in August.

Evidence has been secured against H. E. Roberts who is not a licensed pharmacist for operating the Marshall Pharmacy without employing the services of a licensed pharmacist and for compounding physicians' prescriptions and retailing drugs and medicines. This has been turned over to the solicitor of that district and he has been asked to draw the bills of indictment and place before the grand jury at the next term of superior court of Madison County which convenes in August.

Evidence has been secured against Dean Tainter of Marion who is not licensed as a pharmacist for operating Tainter's Drug Store without employing the services of a licensed pharmacist. This case has been turned over to the solicitor of that district and he has been asked to draw the bills of

indictment and place before the grand jury at the next term of superior court of McDowell County which convenes in July.

Respectfully submitted,
FREDERICK O. BOWMAN.

Mr. C. P. Greyer having secured the evidence in the case of the State vs. H. C. Martin of Blowing Rock, N. C., for violating the Pharmacy Law, by operating his store at that place without having a licensed pharmacist in charge, appeared at the November term of the Superior Court of Watauga County where the case of the said H. C. Martin came on for trial. Mr. Martin pleaded guilty and was discharged upon payment of cost.

The Secretary of the Board visited a number of towns during the year, looking after violations and attending to other business of the Board.

North Carolina Board of Pharmacy BUSINESS ORDER

Roll call and *pro tem.* appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

RULES FOR THE GOVERNMENT OF THE NORTH CAROLINA BOARD OF PHARMACY

Examinations shall be plainly written, and divided under four heads, namely:

1. Materia Medica, Posology, and Toxicology, with identification of vegetable and animal drugs.
2. Theoretical Pharmacy.
3. Practical Pharmacy, including laboratory work, prescription criticism and reading, with identification of galenicals.
4. Pharmaceutical Chemistry, with identification of chemicals.

Written questions shall be arranged as nearly as practicable into ten main questions under each head, with sub-questions.

For the purpose of grading or rating, answers to questions shall be valued by

marks or points based on their importance, as determined by the judgment of the examiner.

A general average of seventy-five per cent, with not less than sixty per cent under any head or department, shall be required to pass.

No application for registration, license or permit, shall be considered, unless made out, and duly sworn to, upon the official form of the Board, and accompanied by the required fee.

IMPORTANT NOTICE TO THE GENERAL MERCHANT

The Board of Pharmacy on June 15, 1923, adopted the following circular-letter which is a revision of one issued by them July 7, 1908, the said circular-letter showing such drugs and medicines as may be handled and sold by the General Merchants of the State.

By special provision of the law the general merchant or retail dealer is permitted to sell *but* three classes of so-called medicinal merchandise, namely:

(1). Poisonous substances which are sold exclusively for use in the arts or for use as insecticides when such substances are sold in unbroken packages bearing a label having plainly printed upon it the name of the contents, the word "Poison," the vignette of the skull and cross-bones, and the name of at least two readily obtainable antidotes;

(Retail dealers handling these poisonous substances should insist upon the wholesaler supplying them properly packed and labeled).

(2). Patent or proprietary preparations *which do not contain poisonous ingredients*, when sold in *original and unbroken packages*;

(Retail dealers engaging in the sale of these articles should insist also that the wholesalers and jobbers do not sell to them those patent and proprietary preparations which contain any poisonous ingredient, as it is difficult for such retail dealers to ascertain in many cases whether the preparation does or does not come within this particular exempted class) and,

(3). The following non-poisonous domestic remedies, provided they are sold in *original and unbroken packages*:

Alum
Borax
Bicarb. of Soda
Calomel Tablets
Castor Oil
Comp. Carth. Pills
Copperas
Cream of Tartar
Dist. Ext. Witch Hazel
Epsom Salt
Harlem Oil
Gum Asafetida
Gum Camphor
Glycerin
Peroxide of Hydrogen
Petroleum Jelly
Saltpetre
Spirit of Turpentine
Spirit of Camphor
Sweet Oil
Sulphate of Quinine

Cough remedies which contain no poison or narcotic drugs.

NOTE—Where sales are limited to original and unbroken packages, it is meant that packages must not be opened and doses sold therefrom.

"Paregorie, Godfrey's Cordial, Bateman's Drops or any other preparation which contains any narcotic drug, and Aspirin also may not be lawfully sold except by or under the supervision of a licensed pharmacist, or by a physician holding a permit to conduct a drug store."

All other drugs, medicines and poisons of every kind and character sold at retail in this state must be sold by or under the supervision of a licensed pharmacist, except that in towns of less than five hundred inhabitants physicians may obtain this right *for themselves only*.

Licensed pharmacists *only* are permitted to conduct or manage drug stores or pharmacies, or any other place of business where drugs, medicines or poisons are sold or offered for sale at retail, except as hereinabove provided.

To sell other than as above provided subjects the offender to a fine of not less than (\$25.00) twenty-five nor more than (\$100.00) one hundred dollars.

The State Board of Pharmacy employs an attorney, and also keeps an Inspector traveling over the State to see that the law is complied with by all persons engaging in the sale of drugs, medicines and poisons.

BY ORDER OF THE BOARD
JUNE 15, 1923.

F. W. HANCOCK, *Secretary,*
OXFORD, N. C.

NOTE—The foregoing provisions of law are being rigidly enforced, except that no prosecutions will be made against those persons registered under the Federal Law (Class 5) as retail dealers in “Exempt Narcotic Preparations”—Paregoric, Bateman’s Drops, Godfrey’s Cordail, etc., before June 30, 1924, the effective date of this provision being held in abeyance until the expiring date of the next taxable period.

Upon the adoption of this circular-letter, the matter was brought to the attention of Hon. Gilliam Grissom, Collector of Internal Revenue, and through him to that of the United States Prohibition Commissioner.

The said Prohibition Commissioner, recognizing the authority of the North Carolina Board of Pharmacy in making a ruling (in compliance with the power given them by the North Carolina Pharmacy Law) deleting these preparations, informed the Collector of Internal Revenue that upon the expiration of the licenses (Class 5) on June 30th, 1924, no further licenses would be issued to those persons registered under the Federal Law (Class 5) as retail dealers in exempt narcotic preparations, such as Paregoric, Bateman’s Drops, Godfrey’s Cordial, etc., except to those licensed under the N. C. Pharmacy Law to handle such preparations.

We are glad to report that the Hon. Gilliam Grissom, Collector of Internal Revenue, has coöperated heartily with the North Carolina Board of Pharmacy in informing those who are registered and are holding permits under this Class in regard to the ruling of the North Carolina Board of Pharmacy and the United States Prohibition Commissioner in this matter.

The Secretary of the Board, with the aid of the Attorney of the Association, has mailed 5,000 or more of these circular-letters to the General Merchants of the State.

RECAPITULATION

Total number of Candidates examined—(Pharmacists).....	35
Number licensed	20
Total number of Assistant Candidates examined.....	1
Number licensed	1
Total number of Pharmacists Reregistered.....	26
Total number of Pharmacists Registered by Reciprocity.....	24
Total number of Pharmacists applying for registration by reciprocity rejected.....	11
Total number of Pharmacists from this State Registered in other State by Reciprocity	4
Total number of Pharmacists dropped from “Register” for non-payment of renewal fee	40
Total number of Permits granted to Physicians to conduct Drug Stores.....	21
Total number of Physicians holding permits to conduct Drug Stores dropped from Register for non-payment of renewal fee.....	5
Total number of Pharmacists who have died.....	10
Total number of Registered Pharmacists.....	1,011
Total number of Physicians holding permits to conduct Drug Stores.....	85

I respectfully submit herewith receipts and disbursements for the current year.

North Carolina Board of Pharmacy in Account With F. W. Hancock, Secretary-Treasurer

1923	Cr.	
June 1—By balance on hand.....	\$ 6,010.20	
June 15—By amount paid by 22 candidates examined	220.00	
Nov. 26—By amount paid by 14 candidates examined	140.00	
1924		
March 1—By amount received from pharmacists renewals	4,875.00	
March 1—By amount received from physician's permit renewals	415.00	
March 1—By amount received from re-registration fees	210.00	
March 1—By amount received from registration by reciprocity	440.00	
March 1—By amount received from physician's permits	170.00	
March 1—By amount received from copies of original certificates of registration	10.00	
March 1—By amount received from interest	103.66	
	<hr/>	
	\$12,593.86	
1923	Dr.	
June 5—To amount paid W. H. King Drug Co., drugs for prac. work...	13.08	
June 7—To amount paid H. B. Gilpin Co., drugs for prac. work.....	1.45	
June 9—To amount paid W. H. King Drug Co., drugs for prac. work.....	8.90	
June 9—To amount paid J. G. Hall, bottles and envelopes	1.50	
June 11—To amount paid Lyon Drug Co., drugs for specimens	2.50	
June 12—To amount paid Southern Express Co. (expressage) .....	.60	
June 12—To amount paid J. B. Rose, Jr. (towels)	3.00	
June 13—To amount paid W. H. King Drug Co. (pill boxes)	1.75	
June 16—To amount paid Geo. McCauley, janitor phar. lab.	3.00	
June 16—To amount paid Ed. Stewart, janitor graded school	3.00	
June 20—To amount paid E. V. Zoeller, exp. and per diem Board meeting	78.83	
June 20—To amount paid C. P. Greyer, exp. and per diem Board meeting	75.58	
June 20—To amount paid K. E. Bennett, exp. and per diem Board meeting	111.64	
June 20—To amount paid F. W. Hancock, exp. and per diem Board meeting	72.50	
June 20—To amount paid I. W. Rose, per diem	10.00	

June 20—To amount paid Miss N. E. Sanders (typewriting)	16.00	
June 20—To amount paid Oxford Orphanage (printing)	5.25	
June 21—To amount paid Oxford post office (postage stamps).....	5.00	
June 22—To amount paid American Ry. Express Co. (expressage) .....	.48	
June 26—To amount paid Carolina Printing Co. (printing)	1.25	
June 28—To amount paid F. W. Hancock, exp. attending legislature (1923)	175.13	
July 2—To amount paid Oxford post office (box rent)	1.00	
July 10—To amount paid Home Tel. and Tel. Co. (phone messages).....	3.05	
July 10—To amount paid Home Tel. and Tel. Co. (phone messages).....	1.85	
July 11—To amount paid H. Gams & Bro., registration certificates.....	21.00	
July 17—To amount paid Oxford post office (postage stamps)	5.00	
July 17—To amount paid Oxford Orphanage (printing)	2.50	
July 17—To amount paid Mitchell Printing Co. (printing)	6.16	
July 21—To amount paid Mitchell Printing Co. (printing)	4.10	
July 28—To amount paid Oxford post office (postage stamps)	5.00	
Aug. 1—To amount paid Alfred Williams & Co. (gold seals) .....	.50	
Aug. 24—To amount paid Western Union Tel. Co. (telegram).....	.40	
Aug. 29—To amount paid Oxford post office (postage stamps)	5.00	
Aug. 31—To amount paid Edwards and Broughton Printing Co. (printing)	31.84	
Sept. 1—To amount paid Western Union Tel. Co. (telegram) .....	.50	
Sept. 10—To amount paid Edwards and Broughton Printing Co. (mailing tubes)	1.90	
Sept. 12—To amount paid Oxford post office (stamped envelopes)	21.92	
Sept. 14—To amount paid Oxford Orphanage (printing)	2.50	
Sept. 14—To amount paid Oxford post office (postage stamps)	5.00	
Sept. 17—To amount paid American Surety Co. (secky-treas. bond)	12.00	
Sept. 18—To amount paid Home Tel. and Tel. Co. (phone messages)	3.10	
Sept. 26—To amount paid Seeman Printery, Inc. (printing)	30.75	
Sept. 29—To amount paid Seeman Printery, Inc. (printing)	44.75	
Sept. 29—To amount paid Oxford post office (box rent)	1.00	
Oct. 4—To amount paid N. C. P. A., printing 1923 Board report in Proceedings	95.62	

Oct. 13—To amount paid Oxford post office (postage stamps)	5.00	Jan. 10—To amount paid Carolina Printing Co. (printing)	1.25
Nov. 16—To amount paid The Carolina Printing Co. (printing)	1.25	Jan. 16—To amount paid Home Tel. and Tel. Co. (phone messages).....	1.60
Nov. 28—To amount paid American Railway Express Co. (expressage) .....	.43	Jan. 21—To amount paid Oxford post office (stamped envelopes)	11.24
Nov. 28—To amount paid American Railway Express Co. (expressage) .....	.42	Jan. 22—To amount paid Carolina Printing Co. (printing)	1.25
Nov. 28—To amount paid American Railway Express Co. (expressage) .....	.42	Jan. 29—To amount paid Seeman Printery, Inc (printing).....	49.15
Nov. 28—To amount paid Ralph Adams (janitor)	2.00	Feb. 4—To amount paid Oxford post office (postage)	5.00
Nov. 30—To amount paid E. V. Zoeller, expenses and per diem Board meeting	65.75	Feb. 6—To amount paid Oxford post office (postage)	10.92
Nov. 30—To amount paid I. W. Rose, expenses and per diem Board meeting	76.27	Feb. 8—To amount paid Carolina Printing Co. (printing)	1.25
Nov. 30—To amount paid C. P. Greyer, expenses and per diem Board meeting	75.45	Feb. 9—To amount paid Seeman Printery, Inc. (printing)	25.00
Nov. 30—To amount paid K. E. Bennett, expenses and per diem Board meeting	102.11	Feb. 16—To amount paid Home Tel. and Tel. Co. (phone messages)	4.45
Nov. 30—To amount paid F. W. Hancock, expenses and per diem Board meeting	82.54	March 2—To amount paid Alfred Williams & Co. (stationery).....	3.95
Dec. 3—To amount paid Oxford post office (stamped envelopes)	10.96	March 18—To amount paid Oxford post office (stamped envelopes)	11.08
Dec. 4—To amount paid Carolina Printing Co. (printing)	1.50	March 19—To amount paid Home Tel. and Tel. Co. (tel. toll)	1.60
Dec. 4—To amount paid Oxford post office (stamped envelopes)	10.96	March 20—To amount paid Carolina Printing Co. (printing)	1.25
Dec. 5—To amount paid W. H. King Drug Co. (drugs for prac. work).....	2.05	April 3—To amount paid Oxford post office (box rent)	1.00
Dec. 5—To amount paid Oxford Orphanage (printing)	10.50	April 9—To amount paid Home Tel. and Tel. Co. (phone messages)	2.15
Dec. 6—To amount paid Carolina Printing Co. (printing)	2.00	April 22—To amount paid Oxford post office (stamped envelopes)	33.52
Dec. 11—To amount paid Lyon Drug Co. (typewriter ribbon)	1.00	April 23—To amount paid Edw'd S. Abell (attorney's fee)	50.00
Dec. 13—To amount paid Oxford Orphanage (printing)	5.75	April 25—To amount paid Western Union Tel. Co. (telegram) .....	.35
Dec. 26—To amount paid B. S. Royster (attorney's fee)	50.00	May 9—To amount paid Alfred Williams and Co. (stationery)	2.50
Dec. 27—To amount paid Western Union Tel. Co. (telephone) .....	.50	May 24—To amount paid Oxford Orphanage (printing)	3.75
Dec. 31—To amount paid Oxford post office (stamps)	5.00	May 29—To amount paid Oxford post office (stamps)	5.00
Dec. 31—To amount paid Mitchell Printing Co. (printing)	4.10	May 31—To amount paid C. P. Greyer, expenses inspection work, Sept. 1923	4.50
Dec. 31—To amount paid Mitchell Printing Co. (printing)	11.62	May 31—To amount paid C. P. Greyer, per diem inspection work, Sept. 1923	5.00
1924		May 31—To amount paid F. W. Hancock, expenses inspection work, July 1923	17.50
Jan. 1—To amount paid Oxford post office (postage stamps)	10.00	May 31—To amount paid F. W. Hancock, per diem inspection work, July 1923	5.00
Jan. 2—To amount paid Oxford post office (box rent)	1.00	May 31—To amount paid F. W. Hancock, expenses inspection work, Aug. 1923	22.50
Jan. 3—To amount paid N. A. Board of Pharmacy (dues)	25.00	May 31—To amount paid F. W. Hancock, per diem inspection work, Aug. 1923	5.00
Jan. 7—To amount paid Oxford post office (stamps)	5.00	May 31—To amount paid F. W. Hancock, expenses inspection work, Sept. 1923	49.25
Jan. 9—To amount paid Oxford post office (stamped envelopes)	11.24		

May 31—To amount paid F. W. Hancock, per diem inspection work, Sept. 1923	45.00	man, per diem inspection work, Sept. 1923	95.00
May 31—To amount paid F. W. Hancock, expenses inspection work, Oct. 1923	42.25	May 31—To amount paid F. O. Bowman, expenses inspection work, Oct. 1923	150.66
May 31—To amount paid F. W. Hancock, per diem inspection work, Oct. 1923	15.00	May 31—To amount paid F. O. Bowman, per diem inspection work, Oct. 1923	115.00
May 31—To amount paid F. W. Hancock, expenses inspection work, Nov. 1923	34.00	May 31—To amount paid F. O. Bowman, expenses inspection work, Nov. 1923	103.86
May 31—To amount paid F. W. Hancock, per diem inspection work, Nov. 1923	10.00	May 31—To amount paid F. O. Bowman, per diem inspection work, Nov. 1923	95.00
May 31—To amount paid F. W. Hancock, expenses inspection work, Dec. 1923	24.00	May 31—To amount paid F. O. Bowman, expenses inspection work, Dec. 1923	80.13
May 31—To amount paid F. W. Hancock, per diem inspection work, Dec. 1923	10.00	May 31—To amount paid F. O. Bowman, per diem inspection work, Dec. 1923	75.00
May 31—To amount paid F. W. Hancock, expenses inspection work, Jan. 1924	34.50	May 31—To amount paid F. O. Bowman, expenses inspection work, Jan. 1924	139.83
May 31—To amount paid F. W. Hancock, per diem inspection work, Jan. 1924	15.00	May 31—To amount paid F. O. Bowman, per diem inspection work, Jan. 1924	105.00
May 31—To amount paid F. W. Hancock, expenses inspection work, March 1924	21.25	May 31—To amount paid F. O. Bowman, expenses inspection work, Feb. 1924	102.36
May 31—To amount paid F. W. Hancock, per diem inspection work, March 1924	10.00	May 31—To amount paid F. O. Bowman, per diem inspection work, Feb. 1924	90.00
May 31—To amount paid F. W. Hancock, expenses inspection work, April 1924	30.50	May 31—To amount paid F. O. Bowman, expenses inspection work, March 1924	102.44
May 31—To amount paid F. W. Hancock, per diem inspection work, April 1924	10.00	May 31—To amount paid F. O. Bowman, per diem inspection work, March 1924	80.00
May 31—To amount paid F. W. Hancock, expenses inspection work, May 1924	12.25	May 31—To amount paid F. O. Bowman, expenses inspection work, April 1924	154.75
May 31—To amount paid F. W. Hancock, per diem inspection work, May 1924	10.00	May 31—To amount paid F. O. Bowman, per diem inspection work, April 1924	125.00
May 31—To amount paid F. O. Bowman, expenses inspection work, July 1923	82.45	May 31—To amount paid F. O. Bowman, expenses inspection work, May 1924	103.17
May 31—To amount paid F. O. Bowman, per diem inspection work, July 1923	100.00	May 31—To amount paid F. O. Bowman, per diem inspection work, May 1924	100.00
May 31—To amount paid F. O. Bowman, expenses inspection work, Aug. 1923	145.95	May 31—To amount paid F. W. Hancock, salary as secretary-treasurer for year ending May 31, 1924	900.00
May 31—To amount paid F. O. Bowman, per diem inspection work, Aug. 1923	100.00	May 31—To balance on hand	\$ 7,187.70
May 31—To amount paid F. O. Bowman, expenses inspection work, Sept. 1923	108.28		\$12,593.86
May 31—To amount paid F. O. Bow-			

Respectfully submitted,
F. W. HANCOCK,
Secretary-Treasurer.

List of Registered Pharmacists, Assistant Registered Pharmacists and Pharmacists Registered by Reciprocity

REVISED JUNE 1, 1924

A

1. Abernethy, J. G.....	1907	Elkin
2. Adams, J. L.....	1903	Gastonia
3. Adams, E. C.....	1908	Gastonia
4. Adams, R. McC.....	1915	LaGrange
5. Ahrens, A. G.....	1902	Wilmington
6. Aiken, J. H.....	1914	Asheville
7. Aiken, L. W.....	1916	Biltmore
8. Alderman, J. L.....	1923	Chapel Hill
9. Alexander, O. T.....	1910	Waynesville
10. Allen, C. H.....	1916	Huntersville
11. Allen, H. H.....	1915	Cherryville
12. Allen, W. O.....	1917	Hendersonville
13. Allison, T. B.....	1910	Asheville
14. Amiss, J. T.....	1888	Asheville
15. Ancrum, E. W. (col.).....	1911	W-Salem
16. Anderson, J. M.....	1911	New Bern
17. Andrews, C. M.....	1907	Hillsboro
18. Andrews, R. H.....	1914	Burlington
19. Andrews, W. T.....	1917	Henderson
20. Armstrong, W. E. (col.).....	1922	Rocky Mount
21. Arps, P. M.....	1916	Columbia
22. Arps, E. G.....	1921	Beaufort
23. Ashford, A. J.....	1901	Kinston
24. Atwater, G. M.....	1912	Farmville
25. Austin, T. E.....	1912	Roxboro
26. Averitt, Beatrice.....	1922	Fayetteville

B

27. Badham, B. B. (col.).....	1923	Edenton
28. Bailey, L. A.....	1914	Norfolk, Va.
29. Baker, W. P.....	1921	Durham
30. Ballew, J. G.....	1902	Lenoir
31. Barham, W. K.....	1893	Morehead City
32. Barker, Wm. R.....	1881	Old Fort
33. Barker, E. J.....	1911	Rowland
34. Barker, W. B.....	1898	Greensboro
35. Barnes, B. S.....	1903	Maxton
36. Barnes, E. W.....	1911	Kings Mt'n.
37. Barnhill, W. L.....	1912	Wilson
38. Barnhill, Mabel.....	1906	Bethel
39. Barrett, A. F.....	1890	Burlington
40. Barrett, R. E.....	1917	Princeton
41. Battle, J. P., M.D.....	1891	Nashville
42. Baucom, A. V.....	1905	Apex
43. Beard, J. G.....	1908	Chapel Hill
44. Beavans, W. E.....	1901	Enfield
45. Beddingfield, E. T.....	1913	Clayton
46. Beddingfield, C. H.....	1917	Clayton
47. Bell, H. M.....	1905	Windsor
48. Bell, F. R.....	1912	Elizabeth City
49. Bellamy, R. R.....	1885	Wilmington
50. Bennett, K. E.....	1912	Bryson City
51. Bennett, A. M., M.D.....	1888	Bryson City
52. Benson, E. S.....	1916	Wilmington
53. Berg, Jens.....	1906	Southport
54. Bernard, Germaine.....	1894	Durham
55. Best, J. H.....	1923	Greensboro

56. Betts, J. R.....	1902	Macon
57. Betts, J. A.....	1913	Charlotte
58. Biggs, W. H.....	1905	Williamston
59. Biggs, J. W.....	1909	Williamston
60. Biggs, Sylvester.....	1889	Troy
61. Bilbro, Q. T.....	1916	Asheville
62. Bingham, W. H.....	1916	Concord
63. Bingham, Minerva.....	1921	Rutherford
64. Bizzell, H. L.....	1920	Kinston
65. Black, B. B.....	1921	Landis
66. Blackwelder, G. S.....	1915	Albemarle
67. Blair, R. K.....	1893	Charlotte
68. Blair, C. W. (col.).....	1912	Gastonia
69. Bland, J. A.....	1923	Charlotte
70. Bland, D. L. (col.).....	1915	Sanford
71. Blauevelt, W. H.....	1904	Asheville
72. Blue, A. F.....	1902	Laurinburg
73. Boaz, R. J.....	1915	Greensboro
74. Bobbitt, A. B.....	1919	W-Salem
75. Bobbitt, L. M.....	1917	W-Salem
76. Bobbitt, J. H.....	1885	Charlotte
77. Boddie, S. P.....	1902	Louisburg
78. Bolton, J. C.....	1902	Rich Square
79. Bonner, Brem.....	1913	Hickory
80. Bonner, Robert.....	1916	Salisbury
81. Boon, W. J.....	1904	Raleigh
82. Boone, D. L.....	1905	Durham
83. Boone, J. T.....	1913	E. Durham
84. Post, J. E.....	1908	Atlanta, Ga.
85. Boyce, J. B., Jr.....	1915	Warrenton
86. Bradham, C. D.....	1895	New Bern
87. Bradley, J. P.....	1908	Burlington
88. Bradley, E. L.....	1920	Old Fort
89. Brady, C. A.....	1911	Newton
90. Brame, R. M.....	1901	N. Wilkesboro
91. Brame, W. A.....	1906	Rocky Mount
92. Brame, P. J., Jr.....	1918	N. Wilkesboro
93. Brantley, J. C.....	1899	Raleigh
94. Brantley, P. C.....	1914	Wendell
95. Brewer, S. O.....	1914	Durham
96. Briles, D. T.....	1914	Rocky Mount
97. Brinkley, J. H.....	1912	Spring Hope
98. Bristow, E. B.....	1922	Raleigh
99. Brooks, F. G.....	1921	Siler City
100. Brookshire, G. E.....	1917	Asheville
101. Brown, J. D.....	1904	Warsaw
102. Brown, J. K.....	1912	Greenville
103. Brown, H. C.....	1913	Goldsboro
104. Browning, H. R.....	1911	Littleton
105. Browning, B. H.....	1908	Littleton
106. Bryan, W. D.....	1904	Tarboro
107. Buffaloe, J. M.....	1919	Fremont
108. Buhmann, Walter.....	1905	W-Salem
109. Bullock, T. C., M.D.....	1902	Autryville
110. Bunting, J. H.....	1888	Wilmington
111. Burnett, B. J. (col.).....	1911	Rocky Mount
112. Burnett, J. P.....	1912	Whitakers
113. Burns, J. E.....	1922	Goldston
114. Burton, J. E.....	1905	Lompoc, Cal.
115. Burwell, G. E.....	1891	Charlotte
116. Burwell, W. A.....	1912	Raleigh
117. Butler, R. F.....	1881	Roanoke R'ds
118. Butler, A. B.....	1916	Clinton
119. Byrd, Clement.....	1903	Greensboro
120. Byrd, George.....	1915	Waukegan, Ill.

C

121. Cain, L. D.....	1921	Raleigh
122. Caldwell, P. G.....	1914	Gastonia
123. Callahan, James.....	1911	Greensboro
124. Campbell, H. T.....	1916	Maiden
125. Campbell, R. B.....	1917	Taylorsville
126. Canada, W. A.....	1898	Warhaw
127. Canady, W. H.....	1915	Benson
128. Cannaday, R. C.....	1913	Four Oaks
129. Cannon, C. L.....	1906	Robersonville
130. Capehart, C. T.....	1894	Charlotte
131. Cardwell, G. W., M.D. (col.).....	1903	Elizabeth City
132. Carpenter, O. B.....	1905	Kings M'tn.
133. Carpenter, R. E.....	1897	Shelby
134. Carswell, R. F.....	1921	W-Salem
135. Carter, Jesse.....	1881	Aberdeen
136. Carter, Jesse, Jr.....	1910	Aberdeen
137. Carter, Samuel.....	1905	Salisbury
138. Carter, Stamey.....	1912	Salisbury
139. Cashwell, C. D.....	1908	Statesville
140. Cassell, A. S.....	1914	W-Salem
141. Cate, A. S.....	1896	Greensboro
142. Caton, E. J.....	1915	Charlotte
143. Cecil, A. C.....	1923	High Point
144. Chalk, S. A.....	1910	Morehead City
145. Chalker, O. G.....	1920	W-Salem
146. Champion, Roy.....	1909	W-Salem
147. Chapman, D. S.....	1907	Durham
148. Chappell, J. C.....	1914	Raleigh
149. Cheek, G. B.....	1917	Dunn
150. Cherry, J. L.....	1909	Cramerton
151. Chestnutt, J. M.....	1917	Clinton
152. Christian, J. B. (col.)	1911	W-Salem
153. Clark, H. T.....	1908	Scotland Neck
154. Clark, C. B.....	1910	Williamston
155. Cline, F. H.....	1913	Greensboro
156. Cline, J. O.....	1916	Granite Falls
157. Cline, T. H.....	1920	Kannapolis
158. Cobb, J. L.....	1921	Greensboro
159. Cole, J. F.....	1897	Carthage
160. Coleman, H. G.....	1910	Durham
161. Compton, J. W.....	1909	Salisbury
162. Congdon, G. G.....	1892	Tarboro
163. Cook, R. E. L.....	1891	Phoebus, Va.
164. Cooke, H. M.....	1904	Spencer
165. Cooke, E. S.....	1905	W-Salem
166. Copeland, R. R.....	1916	Ahoskie
167. Coppedge, J. W.....	1906	Raleigh
168. Coppedge, O. G.....	1912	Raleigh
169. Coppedge, J. B.....	1912	Raleigh
170. Costner, B. P.....	1908	Lincolnton
171. Council, C. T.....	1906	Durham
172. Cox, G. M.....	1911	Shelby
173. Cox, C. L.....	1913	Clinton
174. Crabtree, Gilbert.....	1905	Raleigh
175. Crabtree, E. P.....	1912	Henderson
176. Cramer, J. B., M.D.....	1893	Wilmington
177. Crater, C. L.....	1917	Nashville
178. Craven, C. H.....	1912	W. Asheville
179. Crawford, E. P.....	1911	Mocksville
180. Creech, D. H.....	1908	Smithfield
181. Creech, Seth.....	1918	Kinston
182. Crews, E. T.....	1905	Oxford
183. Croom, R. D.....	1897	Maxton

184. Crutchfield, T. G.....	1920	Fayetteville
185. Culpepper, F. D.....	1911	Henderson
186. Currie, A. D.....	1907	N. News, Va.
187. Cutchins, J. M., Jr.....	1901	Whitakers

D

188. Dailey, J. F.....	1921	Durham
189. Dailey, R. I.....	1915	Reidsville
190. Dameron, E. L., M.D.....	1908	Star
191. Daniel, E. C.....	1913	Zebulon
192. Davenport, P. E.....	1903	Washington
193. Davis, George, M.D.....	1900	Beaufort
194. Davis, J. W. S.....	1916	Andrews
195. Davis, E. M.....	1905	Roxboro
196. Davis, J. R.....	1907	Marion
197. Davis, H. E.....	1914	Andrews
198. Davis, J. W.....	1914	Edenton
199. Davis, E. B.....	1915	Morganton
200. Davis, K. W.....	1913	W-Salem
201. Davis, C. V.....	1921	Wilson
202. Davis, I. I.....	1907	Concord
203. Dawson, B. T.....	1909	Rocky Mount
204. Dawson, M. P.....	1909	Rocky Mount
205. Dees, Fred.....	1915	Burgaw
206. Dees, R. E. L.....	1920	Fremont
207. Deitz, R. Y.....	1907	Tampa, Fla.
208. Dettler, E. E.....	1904	Stanley
209. Dinwiddie, P. H.....	1914	Black Mt'n.
210. Dixon, R. L.....	1888	Milton
211. Dizer, M. E.....	1917	Mount Olive
212. Dodson, J. A. (col.).....	1895	Durham
213. Dorsey, Melville.....	1881	Henderson
214. Douglas, J. D. (col.).....	1904	Rocky Mount
215. Dover, H. C.....	1920	Gaffney, S. C.
216. Dowdy, D. A.....	1917	High Point
217. Duffy, F. S.....	1886	New Bern
218. Duffy, Leinster, M.D.....	1883	New Bern
219. Dunn, R. A.....	1881	Charlotte
220. Durham, C. T.....	1917	Chapel Hill

E

221. Eason, C. W.....	1909	Charlotte
222. East, J. S.....	1911	Morven
223. Eaton, J. H. (col.).....	1905	Reidsville
224. Edgerton, E. O.....	1908	Raleigh
225. Edwards, T. N.....	1901	Charlotte
226. Edwards, S. M.....	1917	Ayden
227. Edwards, O. C.....	1921	Raleigh
228. Eldridge, Julius.....	1901	Mount Airy
229. Ellington, C. W.....	1899	Raleigh
230. Ellington, R. A.....	1904	Madison
231. Elliott, A. G.....	1907	Fuquay Sp'gs
232. Evington, D. A.....	1909	Wilmington
233. Etheridge, S. B.....	1909	Washington
234. Etheridge, S. G.....	1911	Elizabeth City
235. Etheridge, T. J., Jr.....	1920	Raleigh
236. Eubanks, C. L.....	1896	Chapel Hill
237. Eubanks, J. N.....	1916	Greensboro

F

238. Farrell, R. D.....	1917	Greensboro
239. Faucette, W. P.....	1914	Youngsville
240. Faucette, H. F.....	1914	Raleigh
241. Faulconer, R. C.....	1909	Burlington

- | | | | |
|-----------------------------------|----------------|----------------------------------|------------------|
| 368. Hicks, C. G.....1909 | Raleigh | 429. Jones, E. J.....1900 | Spartanburg, S |
| 369. Hicks, H. L.....1912 | Rocky Mount | 430. Jones, G. T. (col.)....1909 | Raleigh |
| 370. Hicks, J. E. F.....1901 | Goldsboro | 431. Jones, J. B.....1910 | Lexington |
| 371. Higgins, C. M.....1887 | McFarlan | 432. Jones, Alpheus .....1911 | Warrenton |
| 372. Hill, J. H.....1888 | Goldsboro | 433. Jones, M. L. (col.)....1917 | Wilmington |
| 373. Hill, G. W.....1906 | Wilmington | 434. Jones, J. H.....1913 | Haw River |
| 374. Hilton, C. M.....1908 | Greensboro | 435. Jordan, D. L.....1921 | Clayton |
| 375. Hocutt, D. D.....1920 | Henderson | 436. Joyner, J. D.....1914 | Franklinton |
| 376. Hoffman, J. F., Jr.....1914 | Gastonia | 437. Justus, W. H.....1887 | Hendersonville |
| 377. Hogan, A. L.....1923 | Ellerbe | | |
| 378. Holding, T. E., Jr.....1913 | Wake Forest | | K |
| 379. Holland, H. O.....1914 | Apex | 438. Keener, J. B.....1917 | W-Salem |
| 380. Holland, W. T.....1905 | Salisbury | 439. Keever, J. W.....1916 | Hickory |
| 381. Holliday, R. W.....1891 | Clinton | 440. Kelly, J. R.....1909 | Wilmington |
| 382. Hollingsworth, Jos. ....1917 | Mount Airy | 441. Kendall, B. H.....1900 | Shelby |
| 383. Hood, J. C.....1911 | Kinston | 442. Kendrick, T. W.....1899 | Charlotte |
| 384. Hood, W. D.....1903 | Smithfield | 443. Kennedy, H. P. (col.)1907 | New Bern |
| 385. Hood, R. T.....1916 | Kinston | 444. Kennedy, A. T. (col.)1915 | W-Salem |
| 386. Hood, D. H.....1891 | Dunn | 445. Kent, A. A., M.D.....1905 | Lenoir |
| 387. Hood, P. C.....1913 | Dunn | 446. Kerner, L. C.....1902 | Henderson |
| 388. Hood, T. R.....1881 | Smithfield | 447. Kerr, James .....1909 | Henrietta |
| 389. Hood, H. C.....1909 | Smithfield | 448. Kibler, R. E.....1907 | Morganton |
| 390. Hooper, F. L.....1914 | Sylva | 449. King, H. L.....1902 | Durham |
| 391. Hopkins, H. B.....1916 | Concord | 450. King, C. H.....1904 | Durham |
| 392. Horne, H. R.....1881 | Fayetteville | 451. King, J. R.....1909 | E. Durham |
| 393. Horne, W. W.....1900 | Fayetteville | 452. King, L. M.....1906 | Greensboro |
| 394. Horne, S. R.....1902 | Fayetteville | 453. Kingsbury, W. R.....1881 | Wilmington |
| 395. Horne, W. H.....1907 | Greenville | 454. Kirby, K. A.....1914 | Marion |
| 396. Horne, C. O'H.....1909 | Greenville | 455. Kirby, G. S., Jr.....1920 | Marion |
| 397. Horsley, H. T.....1915 | Bessemer City | 456. Kirksey, L. H.....1916 | Morganton |
| 398. Horton, R. W.....1915 | Monroe | 457. Kmtz, A. J.....1897 | Greensboro |
| 399. Horton, J. P.....1921 | N. Wilkesboro | 458. Knight, C. V.....1911 | Portsm'th, Va. |
| 400. House, Joseph .....1910 | Beaufort | 459. Kolb, R. H.....1912 | Fairview, Mich. |
| 401. Howell, E. V.....1892 | Chapel Hill | 460. Koonce, J. E.....1907 | Chadbourn |
| 402. Howerton, J. L.....1908 | Greensboro | 461. Koonce, T. R.....1915 | Wilmington |
| 403. Hoyle, M. H.....1915 | Coolemece | 462. Kyser, P. B.....1892 | Rocky Mount |
| 404. Hufham, Walter .....1916 | Morehead City | | |
| 405. Hughes, J. R.....1912 | Madison | | L |
| 406. Hughes, C. M., M.D....1881 | Cedar Grove | 463. Lamm, L. M.....1923 | Lucama |
| 407. Hannicutt, F. J.....1910 | Raleigh | 464. Landquist, T. E.....1899 | W-Salem |
| 408. Hunter, J. B.....1910 | Charlotte | 465. Lane, W. A.....1907 | Tarboro |
| 409. Hunter, B. W.....1888 | New Bern | 466. Lane, W. C.....1911 | Sanford |
| 410. Hutchins, J. A.....1910 | W-Salem | 467. Langdon, R. E.....1923 | Coats |
| | | 468. Lasley, M. I.....1916 | W-Salem |
| | I | 469. Laubenheimer, J. H.....1899 | Irvingt'n, N. J. |
| 411. Ingle, R. H.....1915 | Charlotte | 470. Lawing, K. L.....1903 | Lincolton |
| 412. Ingram, L. M.....1920 | High Point | 471. Lavden, H. W.....1908 | Charlotte |
| 413. Iseley, G. A.....1910 | Raleigh | 472. Layden, E. H.....1917 | Lexington |
| 414. Isler, W. A. (col.)....1914 | Kinston | 473. Layton, C. C.....1921 | Sanford |
| | | 474. Lea, V. D.....1920 | Charlotte |
| | J | 475. Leavister, T. O.....1905 | Raleigh |
| 415. Jacobs, F. G.....1899 | Elizabeth City | 476. LeBoo, P. S. (col.)....1903 | Wilmington |
| 416. James, A. A.....1909 | W-Salem | 477. Ledbetter, E. DeB.....1917 | Wilmington |
| 417. James, S. T. (col.)....1907 | Durham | 478. Lee, L. V., M.D..... | Lattimore |
| 418. Jarman, J. F.....1900 | Wilmington | 479. Lee, P. A.....1903 | Dunn |
| 419. Jarrett, L. M.....1910 | Biltmore | 480. Lee, Allen .....1896 | Greensboro |
| 420. Jenkins, J. V.....1905 | Asheville | 481. Leggett, W. A.....1896 | Edenton |
| 421. Jenkins, L. W.....1908 | Greensboro | 482. Leggett, P. O.....1902 | Southport |
| 422. Jernigan, R. W.....1914 | Beaufort | 483. Lewis, W. E.....1881 | Jackson |
| 423. Jetton, W. A.....1905 | Davidson | 484. Lewis, W. E.....1907 | Mount Olive |
| 424. Johnson, A. S.....1899 | Smithfield | 485. Lewis, H. R.....1912 | Asheville |
| 425. Johnson, W. B.....1920 | Rose Hill | 486. Liles, W. A.....1917 | West Durham |
| 426. Johnson, J. H.....1917 | N. Wilkesboro | 487. Lisk, D. C.....1909 | Charlotte |
| 427. Jones, W. A. (col.)....1900 | W-Salem | 488. Lloyd, T. P.....1920 | Chapel Hill |
| 428. Jones, H. E. (col.)....1904 | Asheville | 489. Loftin, J. U.....1909 | Albemarle |

490. Lord, C. A.....1909	Asheville	553. McManus, M. T. Y.....1911	W-Salem
491. Love, T. L. (col.).....1905	Raleigh	554. McMillan, J. D.....1904	Lumberton
492. Lowry, W. A.....1919	Lynchburg, Va.	555. McMillan, B. F., Jr.....1915	Lumberton
493. Lunn, F. H.....1912	W-Salem	556. McMinn, J. M.....1881	Asheville
494. Lutterloh, I. H., M.D.1891	Sanford	557. McMullan, F. H.....1913	Asheville
495. Lutz, H. C.....1907	Hickory	558. McNair, W. H.....1882	Tarboro
496. Lyday, W. M., M.D.....1895	Penrose	559. McNair, F. W. (col.).....1905	Greensboro
497. Lynch, N. W.....1904	Charlotte	560. McNair, W. R.....1902	Henderson
498. Lyon, R. P.....1907	Wadesboro	561. McNeely, M. C.....1916	Gastonia
499. Lyon, O. H.....1912	Plymouth	562. McNeill, G. McK.....1902	Rowland
500. Lyon, F. F.....1914	Oxford	563. McNeil, G. R.....1905	Vineland
M			
501. Mabry, C. S.....1917	Hamlet	564. Mebane, W. M.....1920	Spring Hope
502. Mabry, W. A.....1894	Raleigh	565. Melvin, P. J.....1920	Fayetteville
503. Macon, A. B.....1915	Salisbury	566. Merritt, E. S.....1885	Carrboro
504. Malone, C. E.....1912	Salisbury	567. Merritt, N. H.....1915	Carrboro
505. Mann, J. D.....1898	High Point	568. Middleton, D. N.....1907	C. Springs, Col.
506. Mann, R. N.....1915	High Point	569. Miles, M. C.....1917	Henderson
507. Marley, F. H.....1913	Lenoir	570. Miller, C. B.....1900	Goldsboro
508. Marsh, M. L.....	Concord	571. Miller, E. H.....1898	Mooreville
509. Marsh, N. F.....1906	Ramseur	572. Miller, C. T.....1905	Wilmington
510. Marston, R. H.....1913	Kinston	573. Miller, W. W.....1921	Jonesboro
511. Martin, W. S.....1901	Canton	574. Miller, C. M.....1916	Wallace
512. Martin, S. L., M.D.....1892	Leaksville	575. Millican, A. G.....1916	Atlanta, Ga.
513. Martin, S. L., Jr.....1915	Leaksville	576. Mills, J. C.....1921	Charlotte
514. Martin, B. M.....1919	Baltimore, Md.	577. Mills, J. A.....1915	Tabor
515. Martin, A. N.....1920	Rosemary	578. Milton, R. H.....1923	Albemarle
516. Matthes, T. J.....1912	E. Durham	579. Mintz, M. B.....1897	Southport
517. Matthews, G. E.....1900	Fayetteville	580. Missildine, E. E.....1900	Tryon
518. Matthews, W. F.....1910	Randleman	581. Mitchell, H. G.....1913	Hamlet
519. Matthews, C. E., Jr.....1917	Roanoke R'ds	582. Mitchell, C. P.....1915	Burlington
520. Matthews, W. S.....1914	Danville, Va.	583. Mitchener, J. A.....1897	Edenton
521. Matlocks, A. M.....1910	Wilmington	584. Moir, A. L.....1916	Fayetteville
522. Matton, G. A.....1884	High Point	585. Montague, G. W.....1903	Durham
523. Mauney, C. J.....1896	Albemarle	586. Moore, E. E.....1922	Granite Falls
524. May, T. H.....1912	Richmond, Va.	587. Moore, B. C.....1897	Wilson
525. Mayberry, E. B.....1913	Maxton	588. Moore, J. P.....1911	Middlesex
526. Mayo, T. H.....1881	Goldsboro	589. Moore, A. R.....1920	Wilson
527. McArthur, R. M.....1908	W-Salem	590. Moose, A. W.....1892	Mt. Pleasants
528. McBane, J. O. D.....1921	Greensboro	591. Moose, G. K.....1914	Boone
529. McBane, T. W.....1916	Raleigh	592. Morgan, R. S.....1908	Waynesville
530. McCauley, M. E.....1881	Oakboro	593. Morgan, J. T.....1918	Benson
531. McDaniel, W. A.....1914	Enfield	594. Morrisette, C. B.....1914	Elizabeth City
532. McDonald, J. S.....1908	Raleigh	595. Morrison, M. S.....1906	Wilson
533. McDonald, A. H.....1910	Durham	596. Morrow, Norman.....1909	Gastonia
534. McDonald, A. M.....1902	Raleigh	597. Morton, J. X.....1909	Faison
535. McDowell, N. O.....1921	Scotland Neck	598. Mull, J. E.....1918	W-Salem
536. McDuffie, R. A.....1914	Greensboro	599. Mullen, L. B.....1912	Asheville
537. McIlhenny, T. C.....1909	Fairmont	600. Mullen, T. L.....1916	Asheville
538. McIntosh, J. B. S.....1881	Hayesville	601. Munday, C. C.....1913	Taylorsville
539. McKay, D. McN.....1895	Durham	602. Mundy, J. C.....1921	China Grove
540. McKay, H. H.....1900	Gastonia	603. Murchison, E. E.....1912	Sanford
541. McKay, J. W.....1914	Asheville	604. Murphey, L. W.....1913	Rocky Mount
542. McKeel, C. B.....1889	Columbia	605. Murphy, J. C.....1911	W-Salem
543. McKenzie, L. McK.....1915	Lumberton	606. Murphy, C. L.....1917	Salisbury
544. McKesson, L. W.....1902	Statesville	N	
545. McKethan, H. McA.....1909	Fayetteville	607. Nance, J. S.....1922	Charlotte
546. McKethney, W. M.....1906	Ayden	608. Nelson, W. G.....1917	Wash'tn, D. C.
547. McKinnon, W. L.....1900	Wadesboro	609. Newson, H. C.....1917	Mooreville
548. McKnight, L. E.....1909	Fayetteville	610. Nicholson, A. T.....1904	Tarboro
549. McLarty, Eugene .....1889	Haw River	611. Nicholson, M. A.....1910	Troy
550. McLarty, Howard .....1898	Monroe	612. Niestle, Wm.....1886	Wilmington
551. McLauchlin, D. A.....1893	Charlotte	613. Norman, J. S., M.D.....1903	Kings Mtn.
552. McLelland, J. H.....1909	Mooreville	614. Nottingham, G. S.....1901	Norfolk, Va.
		615. Nowell, Edwin.....1906	Greensboro

616. Nowell, W. R.....	1910	Wendell
617. Nutt, J. D.....	1881	Wilmington
618. Ny ₂ , G. L.....	1919	Sylva

O

619. Oates, Geo., M.D.....		Grover
620. O'Hanlon, E. W.....	1891	W-Salem
621. Overman, H. S.....	1907	Elizabeth City

P

622. Padgett, E. L.....	1921	Asheville
623. Page, B. F.....	1901	Raleigh
624. Palmer, R. W.....	1902	Gulf
625. Parker, W. W.....	1889	Henderson
626. Parker, F. W.....	1892	Raleigh
627. Parker, R. S.....	1906	Murphy
628. Parker, W. W., Jr.....	1923	Henderson
629. Patterson, W. D.....	1901	Chapel Hill
630. Payne, M. T.....	1905	Greensboro
631. Payne, H. E.....	1909	Wilmington
632. Peacock, M. A.....	1909	Benson
633. Pearson, M. E. Dye (col.)	1911	Durham
634. Peele, J. F.....	1905	LaGrange
635. Pegram, Mrs. A. B.....	1922	Lenoir
636. Pender, F. H., Jr.....	1914	Asheville
637. Perry, W. M.....	1902	Elizabeth City
638. Perry, H. H. (col.).....	1894	Fayetteville
639. Perry, E. B.....	1901	Littleton
640. Perry, D. L.....	1912	Hamlet
641. Person, T. E., M.D.....	1906	Stantonsburg
642. Petrea, F. S.....	1920	Greensboro
643. Phillips, C. B.....	1910	Lincolnton
644. Phillips, M. B.....	1920	Concord
645. Pickard, C. O.....	1912	Mebane
646. Pickelsimer, J. B.....	1908	Brevard
647. Pierce, M. E.....	1914	Charlotte
648. Pierce, J. S.....	1920	Rocky Mount
649. Pike, J. W.....	1904	Concord
650. Pike, E. LeR.....	1915	Hillsboro
651. Pilkington, G. R.....	1897	Pittsboro
652. Pinnix, J. M.....	1904	Kernersville
653. Pinnix, W. M.....	1907	New Bern
654. Pittman, J. N.....	1911	Oxford
655. Pleasants, F. R.....	1896	Louisburg
656. Plummer, James.....	1881	Salisbury
657. Polk, J. B.....	1910	West Palm Beach, Fla.
658. Pope, H. L.....	1908	Asheville
659. Pope, A. S.....	1915	Weldon
660. Porter, Clifford.....	1909	Black Mtn.
661. Porter, C. D.....	1915	Concord
662. Porter, Ernest.....	1912	Concord
663. Powell, F. L.....	1917	Baltimore, Md.
664. Powell, D. E.....	1909	Asheville
665. Powell, D. A.....	1898	Goldsboro
666. Powers, L. B.....	1908	Raleigh
667. Price, S. H.....	1920	Mooreville
668. Prior, J. L.....	1881	Atlanta, Ga.
669. Propst, G. C.....	1910	Sumter, S. C.
670. Pugh, E. S.....	1922	Windsor
671. Purcell, S. M.....	1900	Salisbury

Q

672. Quinn, F. D.....	1908	Shelby
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R

673. Ray, E. L.....	1916	Cameron
674. Raysor, C. A.....	1887	Asheville
675. Reaves, L. E.....	1897	Rae ford
676. Reaves, E. L.....	1923	Rae ford
677. Redding, E. F.....	1905	Lecama
678. Reeves, Jefferson.....	1923	Waynesville
679. Reeves, M. H.....	1906	Waynesville
680. Reid, S. H.....	1916	Washington
681. Reinhardt, R. L.....	1910	Forest City
682. Reins, C. C.....	1912	W-Salem
683. Rhinehardt, C. B.....	1912	West Asheville
684. Rhodes, Cader.....	1911	Raleigh
685. Richardson, L. W.....	1907	Kenly
686. Ridenhour, D. G.....	1912	Mt. Gilcad
687. Riggan, R. D.....	1907	Raleigh
688. Rimmer, E. F.....	1912	Charlotte
689. Rimmer, R. M.....	1921	Mebane
690. Ring, W. A.....	1895	High Point
691. Ring, C. A.....	1905	High Point
692. Ring, L. B.....	1904	Mcunt Olive
693. Rives, H. L.....	1915	Bethel
694. Roberts, A. R.....	1884	Gatesville
695. Roberts, Hersch.....	1918	Weaverville
696. Robertson, E. G.....	1910	Raleigh
697. Robinson, G. C.....	1906	Charlotte
698. Robinson, J. L.....	1907	Rutherfordton
699. Rogers, R. P.....	1912	Durham
700. Rogers, W. F.....	1912	Durham
701. Rose, I. W.....	1906	Rocky Mount
702. Rosemond, J. F.....	1918	Hillsboro
703. Rosenbaum, C. D.....	1915	Tarboro
704. Roth, R. H.....	1905	Asheville
705. Rowland, G. J.....	1902	Henderson
706. Rudisill, J. S.....	1908	Cliffside
707. Rush, G. W. C.....	1923	Candor

S

708. Sally, W. M.....	1910	Statesville
709. Salling, A. T.....	1910	Wilmington
710. Sanders, A. J.....	1912	McAdens'le
711. Sandling, R. H.....	1917	Norfolk, Va.
712. Sanford, R. D.....	1916	Aberdeen
713. Sapp, L. L., M.D.....	1898	Badin
714. Sappenfield, W. A.....	1908	Rocky Mount
715. Sasser, L. B.....	1889	Wilmington
716. Sauls, M. M.....	1903	Ayden
717. Savage, C. C.....	1916	Battleboro
718. Scott, J. M.....		Charlotte
719. Scruggs, B. P.....	1916	Shesney, S. C.
720. Seagle, F. M.....	1905	Charlotte
721. Seawell, C. C.....	1904	Greensboro
722. Secrest, A. McD.....	1907	Monroe
723. Sedberry, H. S.....	1892	Fayetteville
724. Sedberry, H. B.....	1904	Elizabeth City
725. Senter, P. L.....	1921	Raleigh
726. Sessoms, M. M.....	1914	Wilson
727. Shade, I. A. (col.).....	1906	Wilson
728. Shaw, R. S.....	1917	Scott'd Neck
729. Shell, J. E.....	1896	Lenoir
730. Shell, C. C.....	1909	Lenoir
731. Shelton, C. F.....	1905	Chadbourn
732. Sheppard, J. W.....	1896	Charlotte
733. Shook, Eulon.....	1918	Hickory
734. Shore, M. L.....	1902	Raleigh

735. Shuford, C. M.....1895	Hickory	798. Taylor, C. A.....1908	Leaksville
736. Silverman, N. J.....1915	Wilmington	799. Taylor, D. G.....1910	Leaksville
737. Simpson, J. F.....1913	Tampa, Fla.	800. Taylor, W. P.....1912	Roanoke R'pds
738. Singletary, F. B.....1914	Greensboro	801. Taylor, J. C.....1917	Enfield
739. Sisk, C. T., M.D.....1902	Bryson City	802. Teague, M. F.....1905	Asheville
740. Siske, G. C.....1922	Greensboro	803. Temple, J. O.....1909	Kinston
741. Skinner, R. E. L.....1898	Durham	804. Temple, R. H., M.D.....1881	Kinston
742. Sledge, R. S.....1896	Draper	805. Thomas, W. G., Sr.....1881	Varina
743. Sloan, F. A.....1909	Albemarle	806. Thomas, W. G., Jr.....1911	Varina
744. Sloop, L. L.....1901	Elm City	807. Thomas, C. R.....1901	Thomasville
745. Smith, F. L.....1917	Mebane	808. Thomas, E. E.....1913	Roxboro
746. Smith, W. G.....1889	Asheville	809. Thomas, E. R.....1902	Duke
747. Smith, F. S.....1892	Asheville	810. Thompson, A. J.....1902	Badin
748. Smith, F. T.....1887	Franklin	811. Thornton, W. H.....1914	Newton
749. Smith, C. H.....1899	Charlotte	812. Thrower, H. E.....1906	So. Pines
750. Smith, T. L.....1905	Plymouth	813. Tillett, E. N.....1910	Rougemont
751. Smith, C. N.....1910	Wash'tn, D. C.	814. Tilley, J. E.....1923	Granite Falls
752. Smith, Casper.....1911	Wilson	815. Tingen, W. Z.....1917	W-Salem
753. Smith, Leon.....1912	Kannapolis	816. Tolar, J. H., Jr.....1915	Raleigh
754. Smith, E. W.....1911	Pilot M'tn.	817. Toms, B. C.....1911	Salisbury
755. Smith, W. W.....1915	Greensboro	818. Townsend, J. H.....1910	Red Springs
756. Snuggs, W. H.....1903	Albemarle	819. Trent, J. A.....1913	Danville, Va.
757. Souders, F. B.....1915	Fayetteville	820. Tripp, J. O.....1923	Durham
758. Southerland, Odell.....1900	Charlotte	821. Trotter, P. L.....1902	Pilot Mtn.
759. Spencer, J. A.....1911	Durham	822. Trotter, J. R.....1906	Salisbury
760. Stainback, T. E.....1914	Kinston	823. Tucker, W. M.....1899	High Point
761. Stallings, W. H.....1912	Fayetteville	824. Tucker, R. H.....1897	Reidsville
762. Stanback, T. M.....1905	Spencer	825. Tucker, H. O.....1917	Durham
763. Stancil, J. H.....1912	Raleigh	826. Tugwell, J. B.....1903	Lillington
764. Steere, L. E.....1881	Petersb'g, Va.	827. Turlington, J. E.....1915	Hendersonville
765. Stephens, J. L. (col.).....1915	Chicago, Ill.	828. Turner, W. D.....1902	Elkin
766. Stevenson, J. T.....1987	Elizabeth City	829. Turner, T. A.....1913	Lynch'bg, Va.
767. Stewart, W. M.....1903	Charlotte	830. Turnmire, A. P.....1921	Mount Airy
768. Stewart, J. M.....1909	Charlotte	831. Tuttle, B. M.....1916	Smithfield
769. Stinson, Logan.....1881	Statesville	U	
770. Stinson, J. H.....1910	Statesville		
771. Stone, A. H.....1902	Spray	V	
772. Stone, W. L.....1922	Wilmington		
773. Stowe, J. P.....1893	Charlotte	W	
774. Stowe, L. H.....1908	Belmont		
775. Stowe, H. R.....1910	Charlotte	832. Underwood, J. T.....1914	Liberty
776. Stowe, C. D.....1917	Asheville	V	
777. Stratford, P. C.....1916	Greensboro		
778. Strayhorn, W. F.....1912	Durham	833. Vinson, E. L.....1908	Halifax
779. Streetman, J. W.....1894	Hickory	834. Vinson, J. T.....1914	Goldsboro
780. Streetman, T. L.....1903	W-Salem	W	
781. Suggs, R. B.....1905	Belmont		
782. Summey, K. N.....1910	Mount Holly	835. Walker, H. W.....1922	Norlina
783. Summey, Ptolemy.....1903	Dallas	836. Walker, Irving.....1920	Reidsville
784. Summey, P. B.....1917	Mount Holly	837. Walker, B. W.....1917	Rocky Mount
785. Suttle, J. A.....1906	Shelby	838. Walker, T. A.....1900	Charlotte
786. Suttlemyre, P. J.....1914	Hickory	839. Walker, C. A.....1894	Asheville
787. Sutton, J. L.....1914	Durham	840. Walker, Louis.....1890	Milton
788. Swaringen, DeWitt.....1897	China Grove	841. Walton, R. C.....1916	Raleigh
789. Swindell, E. S.....1911	Durham	842. Walton, G. B.....1909	Hendersonville
790. Sykes, A. J.....1892	Greensboro	843. Ward, E. H.....1914	Tarboro
791. Sykes, Eugene.....1900	Greensboro	844. Warren, L. A.....1917	Garland
792. Sykes, R. J.....1907	Greensboro	845. Warren, B. S.....1908	Greenville
T		846. Warren, J. C.....1915	Benson
		847. Waters, G. W.....1910	Goldsboro
793. Tally, H. A.....1905	Asheville	848. Watkins, W. O.....1905	Rutherfordton
794. Tarkenton, E. L.....1901	Wilson	849. Watkins, Mrs. T. T.....1920	Asheville
795. Tart, D. W.....1906	Roseboro	850. Watson, H. P., Sr.....1881	W-Salem
796. Tate, W. E.....1914	Oteen	851. Watson, H. P., Jr.....1912	W-Salem
797. Taylor, J. L.....1902	Oxford	852. Watson, D. I., M.D.....1887	Southport
		853. Wearn, W. H.....1884	Charlotte
		854. Weatherly, A. E.....1916	Greensboro
		855. Webb, Paul.....1898	Shelby
		856. Webb, C. I.....1903	Charlotte

857. Webb, R. K.....	1910	Hickory
858. Webb, E. L.....	1907	Thomasville
859. Webb, J. S.....	1904	Wadesboro
860. Welborne, W. F.....	1902	Lexington
861. Welfare, S. E.....	1905	W-Salem
862. West, J. F.....	1915	Belmont
863. Westbrook, A. P.....	1923	Dunn
864. Wharton, L. A.....	1909	Gibsonville
865. Wheeler, L. B.....	1885	Asheville
866. Wheeler, C. R.....	1919	Durham
867. Wheless, J. M.....	1901	Farmville
868. Wheless, R. E. L.....	1911	Warsaw
869. White, H. G.....	1903	Elm City
870. White, F. L.....	1905	Mebane
871. White, W. R.....	1910	Warrenton
872. White, G. S.....	1910	Belmont
873. White, J. A.....	1922	Jonesboro
874. White, E. S.....	1921	Tarboro
875. White, J. S.....	1921	W-Salem
876. White, J. E.....	1913	Raleigh
877. White, Luther.....	1914	Wilmington
878. White, J. I.....	1917	Burlington
879. Whitfield, W. C., M.D.....	1881	Grifton
880. Whitley, J. R.....	1916	Fremont
881. Wiggins, W. W.....	1916	St. Pauls
882. Wilkerson, I. O.....	1911	Roxboro
883. Wilkins, W. R.....	1904	N. Wilkesboro
884. Williams, T. F.....	1921	Albemarle
885. Williams, M. P.....	1902	Charlotte
886. Williams, S. W.....	1898	Raleigh
887. Williams, R. I.....	1881	Raleigh
888. Williams, A. H. A.....	1910	Oxford
889. Williams, W. W. (col.).....	1915	Oxford
890. Williams, M. V. B.....	1916	Gastonia
891. Williams, J. C.....	1921	Fairmont
892. Williams, H. C.....	1912	Charlotte
893. Williamson, J. W.....	1921	Fairmont
894. Willis, R. M.....	1922	Southport
895. Williston, J. T. (col.).....	1902	Fayetteville
896. Wilson, T. H.....	1909	Thomasville
897. Wilson, C. H.....	1910	Asheille
898. Wilson, W. B.....	1912	Hendersonville
899. Wilson, L. R.....	1916	Lowell
900. Wilson, G. S.....	1921	Belmont
901. Wimberley, R. E. (col.).....	1920	Raleigh
902. Winstead, O. P.....	1915	Wendell
903. Wohlford, H. W.....	1910	Charlotte
904. Wolfe, Drayton.....	1905	Lincolnton
905. Wolfe, J. C.....	1905	Waxhaw
906. Wolfe, W. S.....	1913	Mount Airy
907. Wolfe, Houston.....	1915	Charlotte
908. Wood, E. H.....	1905	New Bern
909. Woodard, E. V.....	1914	Selma
910. Wooten, G. R.....	1896	Hickory
911. Worthington, E. C.....	1917	LaGrange
912. Worthy, F. S.....	1905	Washington
913. Wrenn, S. M.....	1923	Garner
914. Wright, G. F.....	1908	Elizabeth City
915. Wrike, W. C.....	1921	Graham

Y

916. Yancey, L. A. (col.).....	1908	Charlotte
917. Yancey, D. C. (col.).....	1906	Wilson
918. Yates, C. L.....	1909	Charlotte
919. Yoder, C. R.....	1908	Newton
920. Young, John.....	1890	Weldon

Z

921. Zoeller, E. V.....	1881	Tarboro
922. Zuckerman, I. L.....	1910	Durham

Pharmacists Registered by
Reciprocity

A

923. Adair, W. H.....	1924	Salisbury
924. Adams, W. C.....	1922	Conway, S. C.
925. Alston, M. J. (col.).....	1923	New Bern
926. Anderson, Banister.....	1923	High Point

B

927. Binford, B. W.....	1922	Brevard
928. Bissette, P. B.....	1923	Wilson
929. Blair, F. S.....	1924	Charlotte
930. Bridgers, E. B.....	1919	Marion, S. C.
931. Burrus, S. B.....	1923	Asheville

C

932. Callahan, E. F.....	1919	West Durham
933. Canada, A. T.....	1921	W-Salem
934. Carter, S. M.....	1923	Ronda
935. Chandler, H. C.....	1924	Charlotte
936. Chetty, P. V.....	1924	Portsmouth, Va
937. Clavarie, J. S.....	1918	Asheville
938. Cook, D. B. (col.).....	1919	Weldon
939. Cox, R. O.....	1923	Thomasville
940. Crabtree, W. A.....	1923	Sanford
941. Crabtree, H. E.....	1923	Hot Sp'gs, Va.

D

942. Darlington, J. M.....	1922	W-Salem
943. Davis, D. F.....	1922	So. Pines
944. De Pina, P. T.....	1923	Wash'tn, D. C.
945. Donnell, C. S.....	1923	Newark, N. J.

E

946. Ellington, G. R.....	1922	Reidsville
947. Evans, W. B.....	1923	Greensboro

F

948. Fater, D. H.....	1920	Asheville
949. Feagan, E. L.....	1923	Hendersonville
950. Fearrington, T. B.....	1924	Asheville
951. Fleming, J. M.....	1923	Andrews, S. C.
952. Frank, Harvey.....	1922	Charlotte
953. Fulmer, V. R.....	1923	Charlotte

G

954. Gatling, T. R. (col.).....	1919	Durham
955. Gilbert, W. B.....	1921	Charlotte
956. Glenn, A. L.....	1922	Charlotte
957. Grigg, H. B. (col.).....	1921	Durham

H

958. Hall, W. P., Jr.....	1921	Forest City
959. Halstead, C. L.....	1923	Elizabeth City
960. Ham, T. J., Jr.....	1922	Yanceyville
961. Hamlet, J. T. (col.).....	1922	Raleigh
962. Hardwicke, St. J. H.....	1923	Buies Creek
963. Hargrave, H. P. (col.).....	1923	Greensboro
964. Harrell, J. W.....	1923	Snow Hill

965. Heflin, D. H.....	1919	Norfolk, Va.
966. Henderson, C. W.....	1923	Elizabeth City
967. Holland, R. F.....	1919	Asheville
968. Hough, J. T.....	1923	Charlotte
969. Hunt, W. S.....	1919	Oxford
970. Hutchinson, J. M.....	1922	Lumberton

I

971. Irvin, O. L.....	1924	Concord
-----------------------	------	---------

J

972. Jetton, R. M.....	1918	Comer, Ga.
973. Joiner, L. B.....	1920	Salisbury
974. Joiner, A. F.....	1923	High Point
975. Jones, J. L.....	1922	Canton
976. Judy, M. S.....	1924	W-Salem

K

977. Kimball, C. V.....	1919	Raleigh
978. King, W. H. (cok).....	1919	Lumberton

L

979. Lamar, W. L., Jr.....	1923	Lenoir
980. Laney, W. D.....	1923	Canton
981. Lyon, W. B.....	1923	Greensboro

M

982. Marrow, C. T., Jr.....	1919	Farmville
983. Matthews, G. W.....	1920	Charlotte
984. McBride, T. L.....	1919	Marshville
985. McGahee, G. L.....	1922	Brevard
986. Meaders, T. A.....	1921	Macon, Ga.
987. Mooneyham, A. O.....	1919	Asheville
988. Mills, R. S., Jr.....	1921	Raleigh

N

989. Norman, J. P.....	1924	Draper
------------------------	------	--------

O

990. O'Brien, J. I.....	1918	Pinehurst
991. Odom, G. I.....	1923	Olar, S. C.
992. O'Donnell, J. J.....	1923	Asheville

P

993. Pence, L. N.....	1919	S. Boston, Va.
994. Pittman, E. J.....	1919	Fairmont

R

995. Reedy, M. C.....	1923	East Spencer
996. Rhyne, C. L.....	1922	Statesville
997. Roberts, T. M.....	1918	Martinsville, Va
998. Ross, W. E.....	1921	Mount Airy

S

999. Schafhausen, J. J.....	1920	Asheville
1000. Scruggs, R. G.....	1919	Asheville
1001. Sheider, G. A.....	1918	W. Asheville
1002. Sherard, J. F.....	1920	Avondale
1003. Smith, J. P. F.....	1923	Fayetteville
1004. Snypes, C. L.....	1923	Sanford
1005. Sugg, A. M.....	1918	Spencer

T

1006. Threatt, J. B.....	1922	Gastonia
1007. Toms, E. R.....	1919	Wilmington

W

1008. Williams, L. L.....	1920	Morven
1009. Wilson, E. C.....	1919	Greensboro
1010. Wilson, C. A.....	1922	Gastonia

Y

1011. Youngblood, L. S.....	1919	Maiden
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Registered Assistant Pharmacists

1. Carmichael, E. G.....	1922	Albemarle
2. Heslep, F. W.....	1923	Wilmington
3. Huggins, W. W.....	1922	Wilmington
4. Vick, J. G.....	1922	Wilson

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS, TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.

1. Medford, S. B.		
Clyde.....	Haywood	County
2. Brown, C. E.		
Faith.....	Rowan	County
3. Wooten, A. M.		
Pinetops.....	Edgecombe	County
5. Lackey, F. P.		
Fallston.....	Cleveland	County
6. Templeton, J. M.		
Cary.....	Wake	County
7. Long, B. L.		
Hamilton.....	Martin	County
8. Gold, C. F.		
Ellenboro.....	Rutherford	County
9. Proffitt, T. J.		
Elk Park.....	Avery	County
10. Lovitt, W. D.		
Newland.....	Avery	County
11. Smith, G. A.		
Black Creek.....	Wilson	County
12. Burnett, I. E.		
Mars Hill.....	Madison	County
13. Shellum, O. W.		
Denver.....	Lincoln	County
14. Cox, B. T.		
Winterville.....	Pitt	County
15. Wood, J. W.		
Boiling Springs.....	Cleveland	County
17. Palmer, Horace		
Hollister.....	Warren	County
18. Hutchinson, S. S.		
Bladenboro.....	Bladen	County
19. Russell, L. P.		
Arden.....	Buncombe	County
20. Bryson, E. J.		
East Laporte.....	Jackson	County
21. Buckner, J. M.		
Swannonoa.....	Buncombe	County
22. McLendon, W. J.		
McFarlan.....	Anson	County
25. May, M. J.		
Hayesville.....	Clay	County

- | | | | |
|--|--------------------|--|-------------------|
| 26. Sossoman, J. C.
Midland,..... | Cabarrus County | 58. Rosser, R. G.
Vass,..... | Moore County |
| 27. Reid, T. N.
Matthews,..... | Mecklenburg County | 59. Coleman, J. I.
Hurdle Mills,..... | Person County |
| 28. Burt, B. W.
Holly Springs,..... | Wake County | 60. Bender, E. L.
Trenton,..... | Jones County |
| 29. Maness, J. M.
Ellerbe,..... | Richmond County | 61. Jordan, S. R.
Townsville,..... | Vance County |
| 30. Hall, P. B.
Pembroke,..... | Robeson County | 62. Purdy, J. J.
Oriental,..... | Pamlico County |
| 31. Person, E. C.
Pikeville,..... | Wayne County | 63. Freeman, M. R.
Bailey,..... | Nash County |
| 32. McDade, B. B.
Corbitt,..... | Caswell County | 64. Grady, L. V.
Simms,..... | Wilson County |
| 33. Weaver, W. J.
Leicester,..... | Buncombe County | 65. Denton, A. L.
Castalia,..... | Nash County |
| 34. Lubchenko, N. E.
Harrisburg,..... | Cabarrus County | 66. Coppedge, N. P.
Candor,..... | Montgomery County |
| 35. Shaw, W. G.
Wagram,..... | Scotland County | 67. Barrett, W. W.
Peachland,..... | Anson County |
| 36. Peterson, C. A.
Spruce Pine,..... | Mitchell | 68. Beard, G. C.
Atkinson,..... | Pender County |
| 37. Floyd, L. D.
Cerro Gordo,..... | Columbus County | 69. Bonner, J. B.
Aurora,..... | Beaufort County |
| 38. Boyce, J. M.
Polkton,..... | Anson County | 70. Hickman, M. T.
Hudson,..... | Caldwell County |
| 39. Sikes, G. L.
Salemberg,..... | Sampson County | 71. Fourd, F. O.
Connelly Springs,..... | Burke County |
| 40. McDonald, A. A.
Jackson Springs,..... | Moore County | 72. Summer, F. W.
Fletcher,..... | Henderson County |
| 41. Watson, L. on
Broadway,..... | Lee County | 73. Boaz, T. A.
Stoneville,..... | Rockingham County |
| 42. Boger, D. T.
Rockwell,..... | Rowan County | 74. Beasley, E. B.
Fountain,..... | Pitt County |
| 43. Potts, F. L.
Vanceboro,..... | Craven County | 75. Smith, C. E.
Bakersville,..... | Mitchell County |
| 44. Hinnant, Wil'ord
Micro,..... | Johnston County | 76. Hardee, P. R.
Stem,..... | Granville County |
| 45. Perkins, S. L.
Ronda,..... | Wilkes County | 77. Brantley, C. H.
Bailey,..... | Nash County |
| 46. Bell, J. C.
Mayesville,..... | Jones County | 78. Stone, G. E.
King,..... | Stokes County |
| 47. Stone, W. M.
Dobson,..... | Surry County | 79. Reed, D. H.
Kenansville,..... | Duplin County |
| 48. Thompson, Joseph
Creedmoor,..... | Granville County | 80. Goley, W. R.
Shallotte,..... | Brunswick County |
| 49. Ferguson, H. B.
Halifax,..... | Halifax County | 81. Caddell, G. C.
Hoffman,..... | Richmond County |
| 50. Leeper, D. H.
Hiddenite,..... | Alexander County | 82. Young, C. R.
Angier,..... | Harnett County |
| 51. Crouch, T. D.
Stony Point,..... | Alexander County | 84. Smith, R. C.
Newport,..... | Carteret County |
| 52. Logan, F. W. H.
Spindale,..... | Rutherford County | 85. Flagge, P. W.
Jamestown,..... | Guilford County |
| 53. Robertson, W. B.
Burnsville,..... | Yancey County | 86. Crumpler, E. L.
Fair Bluff,..... | Columbus County |
| 54. Melvin, W. C.
Linden,..... | Cumberland County | 87. Howell, W. L.
Ellerbe,..... | Richmond County |
| 55. Marlowe, W. A.
Walstonburg,..... | Green County | 88. Johnson, B. C.
Bunn,..... | Franklin County |
| 56. Talley, J. S.
Troutman,..... | Iredell County | 91. Moore, T. V.
Acme,..... | Columbus County |
| 57. Roberts, H. C.
Coats,..... | Harnett County | 95. Hester, J. R.
Knightdale,..... | Wake County |

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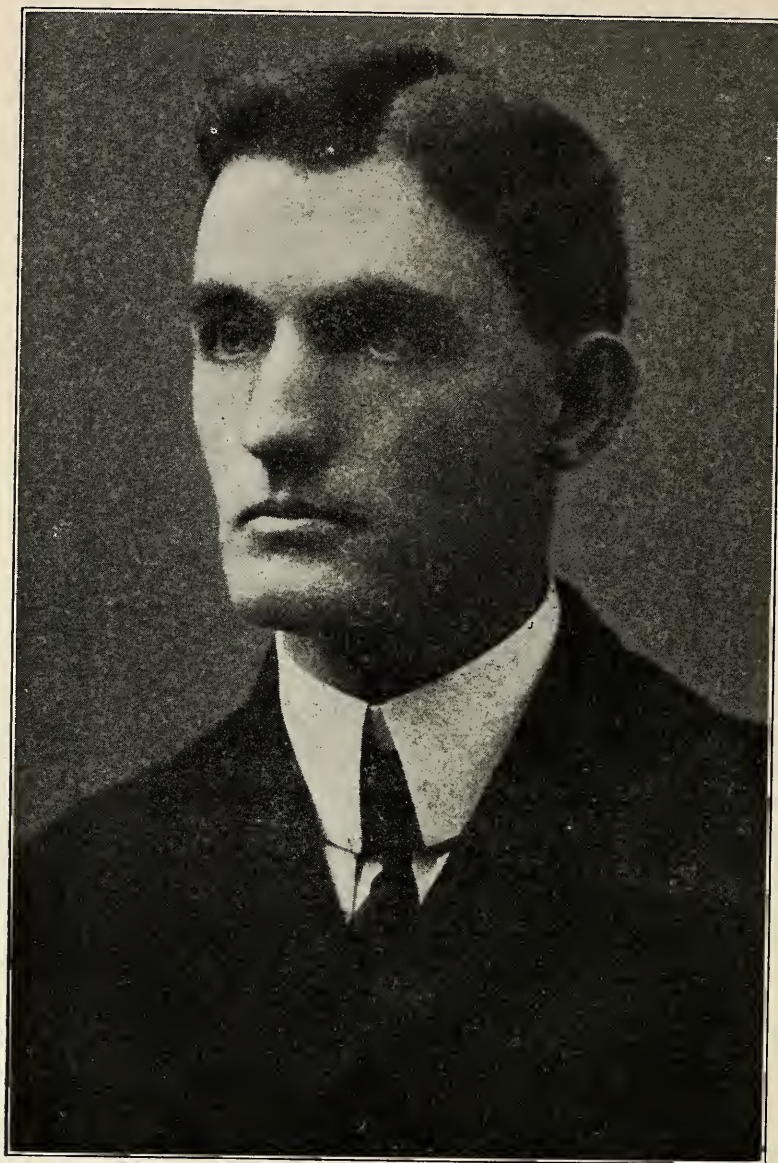
Ira Winfield Rose

THE CAROLINA JOURNAL OF PHARMACY for October is dedicated to one of the younger druggists of the State and yet to one who, no less than any other, is responsible for the rapid advancement in pharmaceutical standards in North Carolina during the past ten years. A man able to translate ideals into a practical code; to lead courageously when his convictions settle upon a goal; a pharmacist possessing the confidence of his community, the respect of his fellow-workers, and the love of those who know him well, he is eminently worthy of the tribute we pay when we set aside this page in appreciation of his activities.

Ira Winfield Rose was born in Bentonville, N. C., on September 21, 1880. His parents were John James and Julia Amanda Rose. His early education was obtained in Hood's School at Bentonville, at Glenwood High School, in Sampson County, and at Turlington Institute, in Smithfield. He graduated from the latter school in 1898 and taught school in Johnston County until 1901. In the fall of the latter year, Mr. Rose entered the Massey Business College, at Richmond, Va., and completed the course of study in the spring of 1902. Working for about six months as stenographer for O. H. Berry and Co., of Richmond, Mr. Rose in November of 1902 responded to the double urge of going back to North Carolina and of entering the profession of pharmacy. Accordingly he accepted employment with the Benson Drug Co., at Benson, and remained with this firm as junior clerk until the fall of 1904. Feeling assured that the work was suited to his taste and ability, and wishing properly to prepare himself as a druggist, Mr. Rose matriculated in the School of Pharmacy at the University of North Carolina in September, 1904. The following summer, during school vacation, he worked in Mr. Robert Simpson's drug store in Raleigh. He re-entered the University in the fall to continue his studies in pharmacy and to serve as assistant to Dean Howell in the laboratories. Following his graduation and registration in June of 1906, Mr. Rose accepted the position of prescriber for O'Hanlon's Drug Store in Winston-Salem. Not long after this (December 10) he received and accepted an offer to manage Griffin's Drug Store, in Rocky Mount. For four years he conducted successfully the store just mentioned, until in December, of 1910, he began the business which he is still engaged in operating—the I. W. Rose Drug Co., of Rocky Mount, of which he owns the greater part.

Mr. Rose joined the North Carolina Pharmaceutical Association in 1906 immediately after graduating from the University. He has remained continuously since a loyal affiliate and a faithful worker in the organization. In 1908 the members elected him third vice-president and in 1909 advanced him to the second vice-presidency. However, on September 8, of the latter year, he was appointed a member of the North Carolina Board of Pharmacy, succeeding Mr. C. D. Bradham, and thus was prevented from attaining the honor which finally came to him in 1921—the presidency of the North Carolina Pharmaceutical Association. Mr. Rose served as a member of the examining board until 1918 when he asked to be relieved of the work. He was permitted to retire for only two years, since in 1920 he was again appointed on the Board to fill out the unexpired term of Mr. Frank S. Smith, who had succeeded him two years before. In 1922, he was re-elected for a five-year term of office. Mr. Rose has held numerous other positions in the association, such as delegate, committeeman, etc. In addition to his membership in the North Carolina organization, he has since 1912 been an affiliate of the American Pharmaceutical Association. He is a member of the Christian Church, of the Rotary Club, and of the Knights of Pythias.

On November 26, 1919, Mr. Rose was married to Miss Juanita Pearl Penny, of Wake County, near Raleigh. Mr. and Mrs. Rose reside at 1005 Sunset Avenue, Rocky Mount.—J. G. B.



IRA WINFIELD ROSE, Ph. G., of Rocky Mount

*Former President of the North Carolina Pharmaceutical Association and at Present
a Member of the State Examining Board*

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AT

CHAPEL HILL, N. C.

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No. 2

Officers of the North Carolina Pharmaceutical Association for 1924-1925

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EDITORIAL

J. G. BEARD, *Editor*

Chapel Hill, N. C.

The Three-Year Requirement

Beginning in the fall of 1925, every college holding membership in the American Conference of Pharmaceutical Faculties will require of entering students the completion of a three-year course in pharmacy before awarding them the Ph.G. degree. This change will not be retroactive; that is to say, any pharmacy student entering a Conference school this year, or any who may have matriculated prior to this year, will be permitted as usual to graduate in two years. The new rule affects only those who *begin* their course in or after September, 1925. The schools of pharmacy in North and South Carolina, Virginia and Maryland are members of the Conference and hence will conform to the new requirement next fall.

Opponents of this move on the parts of schools of pharmacy have been singularly few, considering the importance of the step. This is largely explained by the fact that druggists have come to recognize that not sufficient time is allowed in a two-year course for schools to give adequate instruction in such commercial subjects as accounting, salesmanship, advertising, business law, etc., and that only by increasing the length of the curriculum is it possible for these important courses to be added. When the minimum time for graduating becomes three years, drug store proprietors are going rightly to demand of schools that they shall turn out students equipped not only to compound and dispense medicines but to be properly trained in purely mercantile methods as well. The Journal believes the schools will respond to this demand in a manner satisfactory alike to graduate, proprietor, and the buying public.

Please Read This

The following letter from President Chase, of the University of North Carolina explains itself.

Mr. J. G. Beard, Editor,
The Carolina Journal of Pharmacy,
Chapel Hill, N. C.
Dear Mr. Beard:

With the increased numbers of students in the School of Pharmacy I have found this summer a considerable number of applications for scholarships from intending pharmacy students. I have been obliged in each case to write the applicant that there were no scholarships available in the School of Pharmacy, as the conditions under which our scholarships are given do not admit of their assignment to the professional schools. We have about a hundred scholarships which cover tuition costs for students. These are all maintained by endowment funds from private sources. A thousand dollars at six per cent. interest establishes a scholarship which covers our tuition of sixty dollars for a year.

I have been so much impressed this summer by the need of some of the pharmacy applicants for scholarship assistance that I wrote the other day to Dean Howell asking if some means could not be found to interest the druggists in the State in establishing a group of scholarships here in the School of Pharmacy. I should like to repeat that suggestion to you as Editor of the Carolina Journal of Pharmacy, and to ask, if you think it worth while, that you publish this letter in your columns. I believe that the establishment of such scholarships would meet a real need and that it would be to the interests of the druggists of the State to help worthy men who are going into pharmacy secure an education.

Cordially yours,

(Signed) H. W. CHASE,
President.

The JOURNAL believes that there are druggists in North Carolina who would like to establish scholarships at the University in order to assist pharmacy students in getting trained for their profession, at the same time creating a memorial to some person dear to them. A group of druggists in Raleigh, for example, desiring to perpetuate the memory of William Simpson, could jointly establish a permanent memorial to him in the form of a "William Simpson Scholarship." Similarly, a single druggist could establish a lasting testimonial of his affection for a departed loved one by endowing a scholarship bearing the name of the deceased. Or again, a county or civic association of druggists might establish a scho-

larship for pharmacy students at the University, and, if desired, stipulate that the fund could be used only for students from the particular county or city in which the gift originated. The result in any case would be that needy pharmacy students would be materially assisted in getting their education. There are scholarships and fellowships in every other department of the University, and the JOURNAL wants to see pharmacy represented also. It, therefore, concurs heartily in what President Chase says and requests for his letter the thoughtful consideration of North Carolina druggists.

The New Scientific Committee

The JOURNAL notes with pleasure the creation by the North Carolina Pharmaceutical Association of a committee on scientific pharmacy. We predict that there will grow out of this move something of vital value to the organization. Prof. E. V. Kyser has been appointed chairman of this committee and those who know of his excellent research work during the past several years and his energetic enthusiasm for any job he takes in hand will look expectantly for real results from his chairmanship. Associated with Prof. Kyser on the committee are Messrs. W. H. Wearn, research pharmacist for Burwell and Dunn, R. A. McDuffie, and A. P. Westbrook. If this quartet fails to present at the Blowing Rock meeting next year a program full of helpful facts, we shall be greatly surprised.

The Association needs to show its own membership and the public at large that pharmacy in North Carolina is contributing in a worth while way to the progress that is going on all over the country to improve the character and action of drugs and medicines. This can be done without in any way sacrificing attention to the commercial side of the convention program. The annual meetings of the Association for the past several years have been a trifle out of balance because they have ignored altogether the scientific side of the drug business and have centered upon the purely mercantile. Of course, the work of a modern drug store is largely commercial in nature, and con-

sequently any organization of drug workers should devote its major attention to commercial matters, but at the same time there is the scientific element in a retail pharmacy—compounding and dispensing—and it ought to be represented in the business of the convention. We believe Prof. Kyser's committee will correct the omission and that in the future the meetings of the North Carolina Pharmaceutical Association will reflect every phase of a drug store

The Buffalo Meeting of the American Pharmaceutical Association

By J. G. BEARD

So much informative publicity has been given in the national drug journals to the recent Buffalo meeting of the American Pharmaceutical Association that it seems unnecessary here to consider the general affairs of the convention, but only those happenings which bear directly upon North Carolina.

Five druggists from the State attended the meeting: Messrs. E. V. Zoeller and I. W. Rose, representing the Board of Pharmacy; Dean E. V. Howell, the University School of Pharmacy; J. G. Beard, the North Carolina Pharmaceutical Association; and E. V. Kyser, the University Branch of the American Pharmaceutical Association. This was the largest delegation from any southern state with the possible exception of Maryland.

Messrs. Zoeller and Rose took an active part in the deliberations of the National Association of Boards of Pharmacy and in the affairs of the general convention. The writer was not eligible to attend any of the sessions of the Boards of Pharmacy, and hence knows only in a general way of the important committee work which each performed.

Dean Howell read two interesting papers, one before the Section on Practical Pharmacy and Dispensing, entitled, "The Use of Silica-Gel as a Clarifying Agent," and one before the Scientific Section on "The Cultivation of the Opium Poppy in North Carolina." As vice-president of the Conference of Faculties, he presided over the second session of that division of the convention. He also acted as voting delegate

from the Scientific Section in the House of Delegates.

Prof. Kyser presented three very important papers, two of them before the Scientific Section and one before the Section on Practical Pharmacy and Dispensing. Their titles were: "Concerning the Behavior of Gastro-Intestinal Enzymes in the Presence of Certain Antiseptics;" "Some Critical Points of Emulsification in Soap-Oil Emulsions;" and "Branches of the American Pharmaceutical Association in Schools of Pharmacy." The first one particularly was enthusiastically commented upon by the delegates, and it represents a valuable contribution to the field of therapeutics. Prof. Kyser was later elected second vice-chairman of the Scientific Section.

Prof. Beard presented "Report No. 2" to the Historical Section on his work as sub-editor of the "History of American Pharmacy." He read before the Section on Education and Legislation a paper entitled, "Making More Cordial the Relations Between Doctor and Druggist." In the absence of the chairman, he presided over the sessions of this section, and was later elected Secretary for the following year. He was also elected as a member of the Syllabus Committee in the Conference and was appointed chairman of a committee to evaluate courses in pharmacy; was nominated for second vice-president of the A. Ph. A.; was reappointed chairman for North Carolina of the Headquarters Building Fund and of the General Membership Committee.

Mr. Chas. W. Holton, of Newark, N. J., who is remembered in this State for his address before the Wrightsville meeting of the North Carolina Pharmaceutical Association, was installed as president of the A. Ph. A. for 1924-25.

Mr. E. F. Kelly, of Baltimore, a native Tar Heel, and now dean of the Maryland College of Pharmacy was re-elected treasurer of the A. Ph. A.

The delegates voted to hold the next annual convention of the A. Ph. A. at Des Moines, Iowa, sometime in the late summer of 1925.

The Buffalo meeting was like all conventions of the parent association in that every phase of pharmacy was dwelt upon, but it

differed from preceding ones in that the practical and commercial side of the drug business received a large share of the delegates' attention. There is growing evidence to show that the A. Ph. A. intends to give

to the problems of the retail pharmacist hereafter a greater attention than it has heretofore done; expects, in other words, to relate its activities in large degree to the selling side of pharmacy.

County Legislative Committeemen for 1924-25

(The following appointments have been made by President J. P. Stowe for the coming year. The duties of these men will be to organize the druggists in their respective counties so that when necessary there can be complete co-operation in matters pertaining to legislation.)

Alamance, Burlington.....Homer Andrews
 Alexander, Taylorsville.....C. C. Munday
 Anson, Wadesboro.....W. L. McKinnon
 Beaufort, Washington.....S. B. Etheridge
 Bertie, Windsor.....H. M. Bell
 Buncombe, Asheville.....J. A. Goode
 Brunswick, Southport....Dr. D. I. Watson
 Burke, Morganton.....E. B. Davis
 Cabarrus, Concord.....W. S. Frieze
 Caldwell, Lenoir.....J. G. Ballew
 Carteret, Morehead City....Walter Hufham
 Caswell, Milton.....R. L. Dixon
 Catawba, Newton.....C. A. Brady
 Chatham, Pittsboro.....G. R. Pilkington
 Cherokee, Murphy.....R. S. Parker
 Chowan, Edenton.....J. W. Davis
 Cleveland, Shelby.....Paul Webb
 Columbus, Chadbourn.....C. F. Shelton
 Craven, New Bern.....F. S. Duffy
 Cumberland, Fayetteville...F. B. Souders
 Davidson, Lexington.....W. F. Welborn
 Davie, Mocksville.....E. P. Crawford
 Duplin, Warsaw.....J. D. Brown
 Durham, Durham.....C. T. Council
 Edgecombe, Tarboro.....A. T. Nicholson
 Forsyth, Winston-Salem.....S. E. Welfare
 Franklin, Louisburg.....F. R. Pleasants
 Gaston, Gastonia.....E. C. Adams
 Gates, Gatesville.....A. R. Roberts
 Granville, Oxford.....R. L. Gooch
 Guilford, Greensboro.....C. M. Fordham
 Greene, Snow Hill.....R. M. Willis
 Halifax, Roanoke Rapids...C. E. Matthews
 Harnett, Dunn.....P. A. Lee
 Haywood, Canton.....W. S. Martin
 Henderson, Hendersonville...W. Griffith
 Hertford, Ahoskie.....R. R. Copeland
 Hoke, Raeford.....L. E. Reaves
 Iredell, Statesville.....Polk C. Gray
 Jackson, Sylva.....F. L. Hooper
 Johnston, Smithfield.....H. C. Hood
 Lee, Sanford.....W. A. Crabtree

Lenoir, Kinston.....J. C. Hood
 Lincoln, Lincolnton.....B. P. Costner
 McDowell, Marion.....J. W. Streetman
 Macon, Franklin.....F. T. Smith
 Martin, Williamston.....C. B. Clark
 Mecklenburg, Charlotte.....T. A. Walker
 Montgomery, Mount Gilead, D. G. Ridenhour
 Moore, Southern Pines.....H. E. Thrower
 Nash, Rocky Mount.....R. S. Gorham
 New Hanover, Wilmington...E. M. Hardin
 Northampton, Rich Square...J. C. Bolton
 Onslow, Swansboro.....D. A. Harget
 Orange, Hillsboro.....C. M. Andrews
 Pasquotank, Elizabeth City..F. G. Jacobs
 Pender, Burgaw.....F. Dees
 Person, Roxboro.....I. O. Wilkerson
 Perquimans, Hertford.....D. M. Feild
 Pitt, Greenville.....J. K. Brown
 Polk, Tryon.....E. E. Missildine
 Randolph, Asheboro.....C. M. Fox
 Richmond, Rockingham.....H. M. Fowlkes
 Robeson, Lumberton.....J. D. McMillan
 Rockingham, Madison.....J. R. Hughes
 Rowan, Salisbury.....Samuel Carter
 Rutherford, Rutherfordton...J. L. Robinson
 Sampson, Clinton.....A. B. Butler
 Scotland, Laurinburg.....A. F. Blue
 Stanley, Albemarle.....W. H. Snuggs
 Surry, Mount Airy.....J. Eldridge
 Swain, Bryson City.....K. E. Bennett
 Transylvania, Brevard....J. B. Pickelsimer
 Tyrell, Columbia.....C. B. McKeel
 Union, Monroe.....A. M. Secrest
 Vance, Henderson.....L. C. Kerner
 Wake, Raleigh.....J. C. Brantley
 Warren, Warrenton.....Alpheus Jones
 Washington, Plymouth.....T. L. Smith
 Watauga, Boone.....A. W. Moose
 Wayne, Goldsboro.....G. W. Waters
 Wilkes, North Wilkesboro...R. M. Brame
 Wilson, Wilson.....E. L. Tarkenton

LEGAL SECTION

FREDERICK O. BOWMAN, LL. B., *Editor*, Chapel Hill, N. C.

The Paregoric Bill, H. B. 23; S. B. 203

House Bill 23; Senate Bill 203, known as the Paregoric Bill, hereinafter set out in full, being the only measure in any way relating to pharmacy or relating to the sale of drugs enacted into law at the Special Session of the Legislature which held forth at Raleigh from August 7 to 23, inclusive, out of a number introduced seeking to amend the pharmacy law, is published for the information of the profession, and in order that its members may see how one of their time-tried laws can be butchered up when seized upon by an unfriendly group of law-makers, particularly at a special session, called in mid-summer to consider an unpopular proposition.

Following this bill will be found all of Section 6667 of the Consolidated Statutes which regulates the sale of drugs and medicines in North Carolina, with the amendment referred to written in italics, so that readers of the JOURNAL may have this important section of the pharmacy law before them and analyze for themselves the purport of its provisions as now existing.

H. B. 23; S. B. 203

An Act to Amend Section six-thousand six hundred and sixty-seven (6667) of the Consolidated Statutes relating to the sale of certain Drugs; Providing for the sale of Paregoric, Godfrey's Cordial, Aspirin, etc.

THE GENERAL ASSEMBLY OF NORTH CAROLINA DO ENACT:

Section 1. That section six thousand six hundred and sixty-seven (6667) of the Consolidated Statutes relating to the sale of drugs be, and the same is hereby amended by inserting after the comma and before the word "nor" in line twenty-three the following: "nor with the sale of Paregoric, Godfrey's Cordial, Aspirin, alum, borax, bicarbonate of soda, calomel tablets, castor oil, compound earhartic pills, copperas, cough remedies which contain no poison or narcotic drugs, cream of tartar, distilled extract witch hazel, epsom salts, harlem oil, gum asafetida, gum camphor, glycerin, peroxide of hydrogen, petroleum jelly, salpetre, spirit of turpentine, spirit of camphor, sweet oil, and sulphate of quinine" Provided this act shall not apply to any city or town wherein there is located an established drug store.

Sec. 2. That this act shall not apply to the counties of Avery, Bertie, Cleveland, Cabarrus, Cumberland, Duplin, Forsyth, Gaston, Guilford, Halifax, Harnett, Iredell, Henderson, Mecklenburg, Montgomery, Nash, Pender, Moore, New Hanover, Orange, Richmond, Rockingham, Robeson, Rowan, Scotland and Wilson.

Sec. 3. That in the counties exempted from this act, the law as to the sale of drugs as heretofore existing on August first, one thousand nine hundred and twenty-four, shall be and remain the law therein.

Sec. 4. That all laws and clauses of laws in conflict with this act are hereby repealed.

Sec. 5. That this act shall be in full force and effect from and after its ratification. (Ratified August 23rd, 1924.)

Section 6667 of the Consolidated Statutes as Amended

It shall be unlawful for any person not licensed as a pharmacist or assistant pharmacist within the meaning of this article to conduct or manage any pharmacy, drug or chemical store, apothecary shop or other place of business for the retailing, compounding, or dispensing of any drugs, chemicals, or poison, or for the compounding of physicians' prescriptions, or to keep exposed for sale at retail any drugs, chemicals, or poison, except as hereinafter provided, or for any person not licensed as a pharmacist within the meaning of this article to compound, dispense, or sell at retail any drug, chemical, or poison, or pharmaceutical preparation upon the prescription of a physician or otherwise, or to compound physicians' prescriptions except as an aid to and under the immediate supervision of a person licensed as a pharmacist or assistant pharmacist under this article. Provided, that during the temporary absence of the licensed pharmacist in charge of any pharmacy, drug or chemical store, a licensed assistant pharmacist may conduct or have charge of said store.

And it shall be unlawful for any owner or manager of a pharmacy or drug store or other place of business to cause or permit any other than a person licensed as a pharmacist or assistant pharmacist to compound, dispense, or sell at retail any drug, medicine or poison except as an aid to and under the immediate supervision of a person licensed as a pharmacist or assistant pharmacist. Nothing in this section shall be construed to interfere with any legally registered practitioner of medicine in the compounding of his own prescriptions, nor with the exclusively wholesale business of any dealer who shall be licensed as a pharmacist or who shall keep in his employ at least one person who is licensed as a pharmacist, nor with the selling at retail of non-poisonous domestic remedies, nor with the sale of patent or proprietary preparations which do not contain poisonous ingredients, *nor with the sale of Paregoric, Godfrey's Cordial, Aspirin, alum, borax, bicarbonate of soda, calomel tablets,*

castor oil, compound cathartic pills, copperas, cough remedies which contain no poison or narcotic drugs, cream of tartar, distilled extract witch hazel, epsom salts, harlem oil, gum asafetida, gum camphor, glycerin, peroxide of hydrogen, petroleum jelly, salt petre, spirit of turpentine, spirit of camphor, sweet oil, and sulphate of quinine. Provided this act shall not apply to any town or city wherein there is located an established drug store. Provided, further that this act shall not apply to the counties of Avery, Bertie, Cleveland, Cabarrus, Cumberland, Duplin, Forsyth, Gaston, Guilford, Halifax, Harnett, Iredell, Henderson, Mecklenburg, Montgomery, Nash, Pender, Moore, New Hanover, Orange, Richmond, Rockingham, Robeson, Rowan, Scotland and Wilson. That in the counties exempted from this act, the law as to the sale of drugs as heretofore existing on August first, one thousand nine hundred and twenty-four, shall be and remain the law therein, nor with the sale of poisonous substances which are sold exclusively for use in the arts or for use as insecticides when such substances are sold in unbroken packages bearing a label having plainly upon it the name of the contents, the word "Poison", the vignette of the skull and crossbones, and the name of at least two readily obtainable antidotes.

In any village of not more than five hundred inhabitants the Board of Pharmacy may grant any legally registered practicing physician a permit to conduct a drug store or pharmacy in such village, which permit shall not be valid in any other village than the one for which it was granted, and shall cease and terminate when the population of the village for which such permit was granted shall become greater than five hundred; Provided, that the Board of Pharmacy may, after due investigation, grant to any legally registered practicing physician in towns or villages of more than five hundred, and not exceeding six hundred inhabitants, a permit to conduct a drug store or pharmacy in such town or village subject to the provisions of this article.

What Actually Happened

With the Paregoric Bill together with Section 6667 of the Consolidated Statutes as amended appearing above, an attempt will be made to narrate briefly what happened at Raleigh during the Special Session, insofar as druggists are interested directly, and in conclusion an interpretation will be placed upon the amendment with respect to the changes resulting therefrom as to the sale of the articles covered therein.

Within a few minutes after reaching Raleigh on the morning of August 7, to attend the Special Session, one of the local druggists advised me he had learned that an attempt would be made to restore to the general merchants the right to sell "Exempt Narcotic Preparations." Later during the day Representative Buck of Yancey County approached me in the lobby of the hotel and stated that he intended to introduce a bill similar to the one just referred to. Whereupon, I undertook to justify the position of the Board of Pharmacy, setting forth the various reasons why the sale of such preparations should be confined to the physician and druggist. Finding myself unable to make headway, I suggested that he withhold his bill until the Secretary of the Board could have a conference with him. But this did not appeal to Mr. Buck, and on the following day, he introduced House Bill 23, which provided that nothing in Section 6667 of the C. S. should prevent the sale of Paregoric, Bateman's Drops, Godfrey's Cordial and Aspirin, and which was referred to Judiciary Committee I. All members of the Executive and Legislative Committees, also all members of the Board of Pharmacy were notified by letter and were furnished a copy of the bill.

On Saturday, the 9th, Representative Davis of Hyde County introduced House Bill 52, exempting his county from the provisions of the pharmacy law altogether. This bill was referred to the Calendar Committee. On the following Monday night Speaker Dawson announced that the standing Committees of the 1923 regular session would constitute the Committees for the Special Session. He then appointed the Calendar Committee, naming Representatives Bur-

gwyn, chairman, Parker of Alamance, Rogers and Lawrence. Immediately after this announcement, Representative Lindsay Warren, chairman of Judiciary I, to which H. B. 23 had been referred, was asked to defer consideration of this measure until Wednesday, so that Secretary Hancock and Chairman Grantham could have an opportunity to be heard. This he promised to do. But on the following morning (Tuesday), while I was appearing before the Calendar Committee in opposition to the Davis Bill, after this Committee had refused to postpone action on this bill which resulted in its getting a favorable report, the Judiciary Committee without granting the hearing promised and with little consideration as to its merits likewise reported the Buck Bill favorably.

Realizing the sentiment in favor of the passage of these bills, telegrams were sent to all officers and members of Committees of the Association, and to druggists in every county in the State advising them of what had been done and requesting them to have every druggist wire his Representatives and Senator to oppose the passage of the bills with the hope that they might be blocked. While hundreds of telegrams poured in in opposition to these measures, it was like pouring water on a duck's back, and on Wednesday morning when the bills came back to the House, the Davis bill passed its third reading without opposition and was sent to the Senate, there being referred to the Health Committee where it died. The Buck bill was bitterly opposed by Representatives Turlington, Townsend, Pruden, Dr. Carr, Graham and Wright. Amendment after amendment was sent up for the purpose of rendering the bill ineffective or bringing about its defeat. However, with an overwhelming majority favoring the bill, it finally passed its third reading, after Bateman's Drops had been eliminated, several counties had been exempted, and the list of non-poisonous domestic remedies had been named in the act.

This bill reached the Senate on Thursday the 14th and was referred to the Committee of Public Health, of which Senator Brown of Columbus was Chairman, who upon being requested to do so, set the following Tues-

day as the day for the hearing on the bill. In the meantime a canvass of the members of this Committee showed that those favoring the passage of the bill was perhaps in a majority, which proved to be the case after the hearing had been held as the vote was five to three to report the bill favorably. Chairman Grantham appeared before the Committee and Secretary Hancock had hoped to appear also, but was prevented from doing so on account of illness. It was thought by the Senators who were opposing the passage of this bill and who felt that it could be killed upon the floor of the Senate that no one else should appear before the Committee, because of the existing feeling against the druggists, resulting from last year's battle, in that it might do more harm than good. And in my opinion this was the proper course to pursue as the members of the Committee were determined to do what was done. When the bill reached the floor of the Senate on Wednesday, however, a battle royal ensued, with Senators DeLaney, Varsar, Armfield, Lattimore, Woltz and others trying to kill the measure, and Giles, Squires, Johnson of Beaufort, Ebbs, and others trying to put it through. The result was that Paregoric and Godfrey's Cordial were eliminated, several additional counties were exempted, and an unsuccessful attempt to table the bill. By this time no one seemed to know just what had happened or what condition the bill with all its amendments was in. Consequently, upon motion of Senator Varsar, the bill was re-referred to Judiciary I, composed mainly of lawyers, in order that it might be made understandable. A meeting of this Committee was called and after hearing arguments both pro and con, it eliminated Aspirin from the list named, and appointed a Sub-Committee to draft a substitute bill. This was done and the Substitute was submitted to the Senate and accepted on the following morning. Another fight followed and after an unsuccessful attempt to have the articles deleted from the original bill renamed in the Substitute, the bill was referred again to the Committee on Health, and this time was reported unfavorably.

Not satisfied with this disposition of the matter, on Friday the proponents of the original Buck bill attempted without success to put before the Senate the original bill, which required a two-thirds vote. At this juncture something happened, the President of the Senate Lt. Governor Cooper, ruled that the original bill was before the Senate, some two or three Senators who up to this time had been working against the measure had a change of heart and even arose in denunciation of the druggists of the state and the Board of Pharmacy, thereby giving the proponents sufficient strength to pass the measure, which was discussed more and caused more comment, perhaps, than any other measure considered at the Special Session.

In the meantime Representatives Hooks and Watkins had introduced bills exempting their counties from the provisions of the Pharmacy Law, but, these were blocked before the House Health Committee. Representative King of Guilford County, at the request of friends, High Point portable soda fountain manufacturers, had introduced a bill providing that the tax on portable soda fountains could in no instance exceed five dollars, whereas persons conducting other fountains were left to pay from five to twenty-five dollars, depending on the size of the town in which operated. This bill was promptly tabled, and properly so, upon motion of Representative Townsend of Harnett County.

Lack of space forbids me calling attention to several other measures proposed, some of which were passed, to show how far afield a North Carolina Legislature sometimes wanders.

Application of Amendment

Coming now to an interpretation of the act herein-above set out as applied to the old law governing the sale of the articles (drugs) named, we have this condition: In the twenty-six counties named in the act and in every town in the State which has a drug store, the law governing the sale of these drugs is the same as it was before the act was passed. In other words, general

stores are not permitted to sell any Exempt Narcotic Preparation or Aspirin. In the seventy-four counties not named in the act, general stores may sell Paregoric, Godfrey's Cordial and Aspirin, except in the towns in these counties which have a drug store. Of course, it is to be understood that every merchant must register with the Federal Government before engaging in the sale of any exempt narcotic preparation; and, that he is required to keep the same records as

the druggist must keep. In this connection, it is stated that the naming of the other drugs in the act in no way changes the law, as the list comprises only those articles which the Board had already named as non-poisonous domestic remedies. In fact, their being named has a decided advantage for the Board, especially since it consists of but few more than half of the drugs in this class, permitted to be sold by general merchants prior to July 1, this year.

HAPPENINGS OF INTEREST

ALICE NORLE, *Editor*

Chapel Hill, N. C.

GOLDSBORO TOPICS

C. B. MILLER, Ph. G., *Reporter*

The Worthington Drug Co., of La Grange, has changed hands, the new proprietor being Dr. Carr, a practicing physician of the town. MR. E. C. WORTHINGTON has accepted a position with Dixon's Drug Store, of Kinston.

Dan Cupid has been busy in these parts and Bill Phillips of the Goldsboro Drug Co., of Goldsboro, not being able to stand single blessedness any longer, on August 9, was united in the happy bonds of matrimony. The bride was formerly Miss Helen Best, of Wilson, a most charming young woman of the "Tobacco Town."

Talk about salesmanship, here is one example that will make all of us look like thirty cents. Miller's Drug Store, of Wilson, recently sold in a special drive of one week ten gross of Coleo soap, seven gross being sold in one Saturday. MR. PAUL BISSETTE, the manager of the store, was the "man behind the guns" that made this remarkable record. The Colgate Co., was so impressed with the results of the sale that a man was sent from the New York office to see how it was all done.

The Black and White people not long ago permitted Kress and Co., of Goldsboro, to stock their goods in full. The last time their representative came to town he got the "marble heart" from every druggist

of Goldsboro and did not scratch an order. That's a good example of co-operation with a big "C" If all druggists in North Carolina would do the same thing the concern manufacturing these goods would "sit up and take notice." We hope that every pharmacist reading this will boycott every concern stocking five and ten cent stores with goods that should be sold in drug stores. We might also include department stores. Such firms market their goods first through drug stores and when their products are popularized, they throw the druggists overboard and sell to anybody that will buy. Let's have a little more independence and we will command more respect!

Thousands of dollars worth of family remedies are being sold in North Carolina by the itinerant wagons. If a law were passed placing a heavy tax in every county upon these peddlers the nuisance would be stopped. These "wagon firms" are not North Carolina concerns, but are foreign corporations that do nothing to help build up our State, but prey upon us like vultures. What say our Legislative Committee?

PIEDMONT TOPICS

M. J. LEIMKUHLE, *Reporter*

MR. J. H. KIRBY, opened a new drug store in Kenly about September 1, the name of the firm being the Kirby Drug Co.

MR. C. T. HARPER, formerly of the Citizens Drug Co., of Zebulon, has purchased the Garner Drug Store, of Garner.

Weathersby and Cutler is the name of the store succeeding Atwater's Pharmacy, of Washington. MR. J. C. HARRIS, of Wendell, is in charge of the prescription department.

Born to MR. and MRS. W. B. EVANS, of Lexington, on July 25, a daughter, Lucy Teague. MR. Evans is associated with the Lea-Evans Drug Co., in the Davidson capital.

NEWS AROUND N. C.

J. K. CIVIL, *Reporter*

On November 1, the Hickory Drug Co., of Hickory, is planning to move into its handsome new home, which will be one of the finest drug stores in the State.

MR. B. C. GRIFFIN, of Marshville, recently purchased the Allen Drug Co., of Huntsville.

MR. PAUL SHORT, formerly with the Kannapolis Drug Co., of Kannapolis, is now representing the Norwich Pharmacal Co., in the State of Florida, with headquarters in Jacksonville

MR. JOHN ROWE, of Red Lilly fame, has moved his headquarters to Conover to be with his mother.

MR. W. D. PEMBERTON, of the English Drug Co., of Monroe, is being congratulated upon his marriage on August 2 to Miss Anna May Roberts, of Selma.

The many friends of MR. HOWARD MC-LARTY, of Monroe, will regret to learn that he is confined to the hospital.

MR. W. R. BLANEY, of Gaffney, S. C., is now druggist for Hand's Pharmacy, of North Charlotte.

GREENSBORO TOPICS

R. A. McDUFFIE, Ph. G., *Reporter*

MR. SAM JONES, who was connected with the Greensboro Drug Co., of Greensboro, for seventeen years, and who remained with the store when it was sold to the Liggett Co., has resigned his position and is now with the Stratford-Weatherly Drug Co., in the same city. MR. Jones succeeded at the Liggett Drug Store by MR. A. C. CECIL,

of High Point. The Liggett store is spending about \$40,000 in remodeling the building and in installing new fixtures.

The building formerly occupied by the R. J. Sykes Drug Co., of Greensboro, is being torn down in order to extend Depot Street. The drug store has been moved one block up Elm Street, and now has much larger and greatly improved quarters.

MR. L. M. KING, for several years city salesman for the Justice Drug Co., has moved to California. MR. King was a popular salesman and the Greensboro druggists regretted his leaving exceedingly. Attesting to his popularity the force of the Justice Co., tendered him a seven course dinner just prior to his departure.

MR. GRADY SISKE, who was with Hern-don's Pharmacy in Greensboro for two years, has re-entered the University of North Carolina and is pursuing the course in medicine.

MESSRS. C. M. FORDHAM and ROGAR McDUFFIE have issued invitations for their annual barbecue and brunswick stew. For the past five years these two druggists have given this very informal affair in honor of the other druggists and the doctors of Greensboro.

On September 15, MR. FRED SINGLETARY, who was with the Greensboro Drug Co., for several years, accepted a position with the Stratford-Weatherly Drug Co., in the Gate City.

GENERAL NEWS ITEMS

MR. B. B. BROWN, formerly of Carmichael's Pharmacy, of Asheville, is now employed by Raysor's Drug Store, as prescriptionist. MR. Brown is a graduate of the Medical College of Virginia, holding both the Ph. G and Ph. C. degrees. MR. J. J. SCHAFHAUSEN, who has been with Raysor's for a number of years, has resigned his position and on September 5, left for Washington, D. C.

MR. C. E. CLINE, who passed the State Board examinations in June, is now with Smith's Drug Store, of Asheville.

The North End Drug Store, of Scotland Neck will move shortly into its handsome

new store on the corner opposite the present location. A new front, tile floor, and new fixtures are being installed. Mr. R. S. SHAW, prescriptionist for the firm recently became the father of a young daughter. With a new store and a new daughter he is a very proud man.

MR. and MRS. J. K. BROWN, the latter proprietor of the Greenville Drug Co., of Greenville, during the summer spent some time in Atlantic City.

The Brown Drug Co., of Goldsboro, has opened a suburban store on William Street, near the cotton mills and the tobacco warehouses.

On September 10, Mr. C. R. WHITEHEAD, who has been with the Kyser Drug Co., of Rocky Mount, accepted a position with the Ramseur Pharmacy, of Ramseur.

MR. J. C. TAYLOR, of Waverly, Va., is now with the Whitaker Drug Co., of Enfield.

MR. D. J. WOMBLE, of Cary, has accepted a position with the Coppedge Grant Drug Co., of Weldon.

MR. H. Q. FERGUSON, of Randleman, is with Handley's Drug Store, of Goldsboro.

MR. W. L. BUHMANN has closed his drug store at Hanes and accepted a position with O'Hanlon-Watson Drug Co., of Winston-Salem.

MR. E. E. ADAMS, of Rutherfordton, is with the Boulevard Drug Store, of Statesville.

MR. W. M. SALLY, of Statesville, has discontinued the practice of pharmacy and has gone into the automobile business in Waynesville.

The Rose Pharmacy, of East Flat Rock, began business on July 19.

MR. R. C. TODD, formerly of Spartanburg, S. C., is now with Hunter's Pharmacy, of Hendersonville.

MR. R. A. HEDGEPEETH will open a drug store in Lumberton about November 1, under the name of Hedgepeth's Pharmacy.

MR. G. M. REEDY, of the pharmacy class of 1910 of the State University, in September, 1924, became connected with the Boyd-Rowe Drug Co., of Hartsville, S. C.

MR. F. T. MITCHELL, of Fairmont, is with the Warsaw Drug Co., of Warsaw.

MR. A. C. WALLACE, of Star, is prescriptionist for the Southside Pharmacy, of Spring Hope.

MR. JOHN M. SCOTT, of the Scott Drug Co., of Charlotte, spent the summer in Europe.

MR. J. F. ROSEMOND is prescriptionist for the Central Pharmacy, of Kinston.

MR. JUDSON BOAZ, of Greensboro, is manager of the Piedmont Drug Co., of East Spencer.

MR. J. S. COXE, formerly of Lumberton, is now with the Boon-Iseley Drug Co., of Raleigh.

MR. J. J. O'DONNELL has accepted a position with the Carswell Drug Co., of Winston-Salem. He was formerly with Goode's Drug Store, of Asheville.

MR. E. L. PADGETT, who was with Hutchins Drug Co., of Winston-Salem, for some time, is with Grant's Pharmacy, of Asheville.

MR. H. R. PAGE is now with Everington's Drug Store, of Laurinburg.

MR. J. H. BEST resigned his position with the Standard Drug Co., of Asheboro, several weeks ago, and is now with Taylor's Pharmacy, Southside, of Winston-Salem. Mr. M. S. JUDY, formerly with Taylor's Southside store has accepted the position formerly held in Asheboro by Mr. Best.

MR. J. C. BRANTLEY, now uses girls as soda dispensers in his drug store in Raleigh.

MESSRS. D. L. JORDAN and COUNCIL POOLE have bought the Clayton Pharmacy, of Clayton.

The Denton Drug Co., of Greenville, has a framed notice over the soda fountain showing several bad checks and saying: "We crank your Ford, we hold your horse, or nurse your baby, but please don't ask us to cash your check."

The E. G. Arps Drug Co., of Plymouth, is the name of one of the newest drug stores in N. C.

MR. W. D. SANFORD, of Beaufort, accepted a position with the Glenwood Pharmacy, of Raleigh, on September 3.

MR. O. P. WINSTEAD, who has been with the Wells Drug Co., of Oxford, for the past several months, is now with the Citizens

Drug Co., of Zebulon. Mr. R. L. HAMILTON, of Oxford, is prescriptionist for the Wells Drug Co.

Mr. J. M. BUFFALOE has closed his store at Freimont and is now with the C. W. Ellington Co., of Raleigh. Mr. T. J. ETH-ERIDGE, JR., who formerly held the position with Mr. Ellington, has discontinued the practice of pharmacy and is engaged in the automobile business.

Mr. P. J. BRAME, JR., formerly with the Torrence Drug Co., of Gastonia, is back in North Wilkesboro where he is connected with the Brame Drug Co.

Friends will regret to learn that Mr. D. M. MCKAY, of Durham, was recently carried to Johns Hopkins hospital suffering from septic poisoning.

Mr. M. B. MELVIN, of Roseboro, is with Miller's Pharmacy, of Wilmington.

Mr. E. V. ZOELLER, of Tarboro, is very anxious to secure a copy of Vol. 8 (1919) of the Year-Book of the American Pharmaceutical Association. Mr. Zoeller will appreciate a letter from any one who can supply him with this volume.

The Dover Mfg. Co., has devised an ingenious ice cream dipper that delivers to the customer as much but no more cream than he or she pays for. We have just watched one operating in Eubanks Drug Store, at Chapel Hill, and in our opinion it is the latest word in economical fountain service.

The Justice Drug Co., of Greensboro, has recently added another department to its wholesale establishment. The new department carries a full line of drug store novelties and holiday goods and is in charge of Mr. G. W. NEISTER, of Lynchburg, Va. In the September JOURNAL as well as in this number, attention is called to the department. For the convenience of druggists the company has arranged a special dating of December 1 for holiday items shipped prior to that date.

We understand that all drug stores in Gastonia sell for cash only. Charge accounts are carried for no one except physicians and hospitals. The Gastonia druggists are enthusiastic about the plan and say it works splendidly.



TOM'S DRUG STORE, of Salisbury

A well appointed North Carolina Drug Store equipped by a North Carolina Manufacturer

MARRIAGES

The JOURNAL has just learned of the marriage of MR. W. L. BARNHILL, of Wilson, and Miss Sybil Harrison, of Beaufort County, on December 12, 1923.

MR. J. M. DARLINGTON, of Winston-Salem and Miss Mary Wilson, of Leaksville, announce their marriage on May 27.

MR. H. P. WATSON, JR., and Miss Nellie Bolt, both of Winston-Salem, announce their marriage in June.

Of interest to many friends is the marriage of MR. R. H. ALEXANDER, popular salesman in North Carolina for the Armand Co., to Miss Nell Blanton, of Marion, on July 12.

Mr. and Mrs. DeWitt C. Swaringen, of China Grove, announce the marriage of their daughter, Lucile, to MR. RALPH ROGERS on July 30. After a motor trip through the mountains of western North Carolina, Mr. and Mrs. Rogers are at home in Durham where the latter is a member of the firm of the Rogers Drug Co.

Mr. and Mrs. Rufus A. Johnson, of Southern Pines announce the marriage of their daughter, Anne, to MR. A. P. TURNMYRE on August 25. Mr. and Mrs. Turnmyre are making their home in Mount Airy, the latter having recently purchased an interest in the Mount Airy Drug Store.

BIRTHS

MR. and MRS. T. G. CRUTCHFIELD, of Fayetteville, announce the birth of a daughter, Clarice Wooten, on August 23.

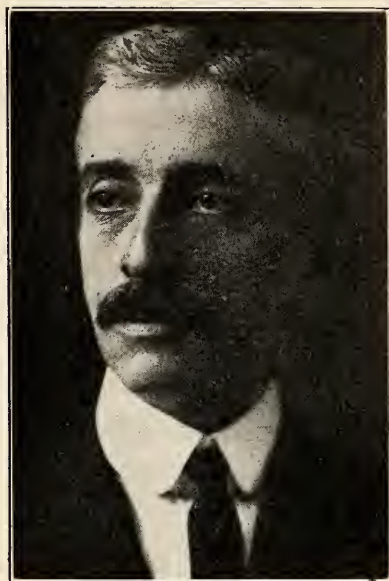
MR. and MRS. CARL T. DURHAM, of Chapel Hill, announce the birth of a daughter, Mary Susan, on September 2.

DEATHS

Jackson Lee Prior

Druggists throughout the State, particularly the older ones, will learn with regret of the death in Atlanta on August 3 of MR. JACKSON LEE PRIOR. Mr. Prior was a charter member of the North Carolina Pharmaceutical Association, and affiliated with the organization continuously until his death. Although living in a neighboring State for

over a score of years he retained his great interest in the Association and his love for his native State. Mr. Prior was born in Fayetteville on June 20, 1861, the son of Warren and Louisa (McIntyre) Prior. When just a boy—in March, 1876—he entered the drug store of Mr. S. J. Hinsdale, with whom he remained until October, 1880. Afterwards he clerked for Mr. B. E. Sed-



berry, then went in business for himself under the partnership, Pemberton and Prior. This store was afterwards Prior and Cook. Leaving Fayetteville he worked for awhile with Mr. J. F. Hite, in Owensboro, Ky. At the end of six months, however, he returned to North Carolina and accepted a position with Mr. J. I. Johnson, of Raleigh. He remained with this drug store until 1893 when he entered the employ of Sharp and Dohme as a salesman in the Carolinas and Georgia. His sales ability soon won him promotion to General Representative and later Manager of the Atlanta Branch, which position he occupied at the time of his retirement from active business about a year ago on account of ill health.

To his bereaved family the JOURNAL extends deepest and sincerest sympathy.

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Kelly Edmond Bennett

THE CAROLINA JOURNAL OF PHARMACY for November is dedicated to Kelly Edmond Bennett, of Bryson City, in recognition of his faithful work as an examiner on the North Carolina Board of Pharmacy, and in appreciation of his loyal support of the North Carolina Pharmaceutical Association and its policies, particularly during his service as a member of the State Senate.

* * * * *

Kelly Edmond Bennett was born at Bryson City, North Carolina, on February 8, 1890, a son of Aurelius McDonald and Mary Charlotte (Hyatt) Bennett. His early education was obtained at the Orange Street High School, Asheville, and the Bryson City High School. His professional training was received at the University of North Carolina School of Pharmacy, from which he was graduated with the degree of Graduate in Pharmacy (Ph.G) in June, 1912. Immediately after graduating and becoming licensed by the North Carolina Board of Pharmacy, Mr. Bennett joined the North Carolina Pharmaceutical Association and took an active part in its work. Although one of the younger members he has served the Association in numerous capacities since joining. His outstanding service has been as a member of the North Carolina Board of Pharmacy to which he was elected in 1920 for a five-year term. He is in charge of the examinations in pharmaceutical chemistry. Mr. Bennett is also a member of the American Pharmaceutical Association, having been chairman of the membership committee for North Carolina from 1914 to 1919.

In November, 1916, Mr. Bennett was elected senator from the thirty-seventh district to the State Legislature. This district comprises the counties of Swain, Jackson, Haywood and Transylvania. Beginning service with the 1917 session of the legislature Mr. Bennett's ability was at once recognized and he was placed on the following committees: Chairman of the Congressional Appropriations Committee; Assistant chairman of the Public Roads and Turnpikes Committee; Assistant chairman of the Calendar Committee; Secretary Public Health Committee. He also served as a member of the Committees on Commerce, Education, Insane Asylums, Mining, and Rules. Senator Bennett was the youngest member of either branch of the legislature during his term. He won renown for himself as well as the gratitude of pharmacists throughout the State in his fight on the proposed legislation popularly known as the "open formula" bill, and because of the introduction and passage of his own bill (known as Senate Bill 626) designed to eliminate the sale and advertisement of proprietary or patent remedies purporting to cure incurable diseases. The passage of this latter bill was considered one of the important acts of the legislature.

Mr. Bennett was for several years a trustee of the University of North Carolina, and during his terms of office took an active part in the deliberations of this body. His last term expired in 1923. He has also seen service as a member of the Bryson City Board of Trade; of the North Carolina Good Roads Association; and of the National Highways Association. He is the proprietor and manager of the Bryson City Drug Co. On May 8, 1923, he was elected mayor of Bryson City by a two to one vote of his fellow townsmen.

On December 30, 1913, Mr. Bennett was married to Miss Ola Tela Zachery, of Jackson County, this State. To this union two children (girls) have been born.

Mr. Bennett is a thirty-second degree Mason, and an Odd Fellow. He is a member of the Presbyterian Church and votes the Democratic ticket.—J. G. B.



KELLY EDMOND BENNETT, Ph.G., of Bryson City
Member of the North Carolina Board of Pharmacy

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EDITORIAL

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Ramblings

The editor this past summer had the opportunity of going into practically all of the drug stores in this State and talking with their proprietors and managers, and he values very highly the privilege thus afforded of knowing better the practicing pharmacists of North Carolina. He now feels more qualified to carry on publicity and other work in their behalf, and he can put into these duties a greater enthusiasm than he ever has before.

As the editor went into store after store in town after town, he found himself sub-consciously applying a comparative standard to each place of business and rating it according to its relative position in the general average. If a store was properly lighted, clean, well-stocked, neatly furnished and manned by a courteous force, he mentally listed it at par; if other stores went above or dropped below this standard they naturally fell into their respective positions in his scheme of analysis. As the trip progressed it was surprising to see how few really poor stores were met with, and still more surprising to see how many seemed fine, out of all proportion to the size and apparent needs of the communities in which they were located. An illustration of the latter statement is Martin's Drug Store, at Canton. Situated in a rather small town, its size, fixtures, tiled floor, and unusually large and well assorted stock would do credit to the largest town in the State. Surely drug stores nowhere, considered collectively, can be better equipped, stocked, and maintained than they are in North Carolina. Evidently our stores enjoy a reasonable degree of prosperity, too, since only success inspires such an outlay of capital as has been expended upon them.

Anyway the editor is proud of them and he felt a smug self-satisfaction as he went into most of them and found himself recognized and welcomed by the owners. These owners are dandy good fellows too. Public spirited, progressive and genial, they are the sort of men you like to claim as friends, and they have honest-to-goodness American names to recommend them: Lee, Horne, Hardin, Council, Rose, Mann, Crabtree, Webb, etc., etc. Also they speak a brand of English that folks can understand. These last two sentences grow out of a recent trip into some states quite far removed from the Carolinas in the drug stores of which the editor felt lost just as if in some strange land across the seas. The window signs said drug store, but the owner's name would be unpronounceable; the location was in America but the clerk jargon was a mixture with very little United States in it. They sold good drugs, supplied splendid service, and conformed to all the laws, but they were not like the good old drug stores down home where one can go and get companionable with everybody in the shop. However, we were writing about North Carolina, so enough of that.

Another thing which impressed the editor on this trip was the cordial relationship existing between competitors in so many towns. Take Shelby, for instance. The druggists up there could not feel more kindly towards each other if they were all partners, or lodge brothers, or fraternity mates. They run into one another's stores, jolly each other, borrow supplies, and act like drug competitors ought to act. They fight each other for trade, all right, but it's a business and not a personal scrap with them. Shelby, by the way, is a cracking nice place to live.

A surprising and pleasing fact that is noticeable just now in North Carolina is the rarity of price cutting. This statement is not true everywhere in the State, of course, since in some of the cities like Winston-Salem and Greensboro, price wars are in full swing, but it is correct in eighty per cent. of the larger towns, and in nearly one hundred per cent. of the smaller towns. And after all, why should this condition be

changed? So long as North Carolina remains a rural State wherein the bulk of drug stores are in places too small for department and chain store competition, there is no valid reason why druggists should not maintain standard prices. The JOURNAL believes in keen, clean competition, but why slash prices in order to gain trade? There are dozens of methods in competition, and price cutting is only one of them. Others are Quality, Service, Accuracy, Cleanliness, Courtesy, Quick Delivery, Intensive Advertising, etc., etc., and any one of them can be so emphasized as to make the store employing it secure an advantage over rival stores. However, more about price cutting in a latter issue devoted exclusively to the subject.

Ten years ago, a successful drug store in North Carolina was practically always located on a corner. Today there seems to be little preference in this regard, other considerations having more weight. Thinking back hurriedly the editor remembers that a majority of the drug stores in the following towns are located elsewhere than on corners: Albemarle, Asheville, Belmont, Greenville, High Point, Lumberton, Morganton, Mount Olive, Sanford and Shelby; and he remembers also that *none* of the drug stores in the towns below are on corners: Chapel Hill, Clinton, Kings Mountain, Newton, Raeford, Robersonville, Rowland, Rutherfordton, Warsaw and Whiteville. This paragraph is written to help weed out the idea that a drug store must have an exposure on two streets—must be on a corner to insure greatest success.

From time to time other observations gathered on the trip will be printed. In concluding these lines the editor wants to offer his sincere thanks to State druggists for their courteous treatment of him, and to express the hope that he may be privileged to call upon them again at no far distant date.

Reciprocity

No one has more enthusiastically favored reciprocal registration of pharmacists than has the editor and no one could be further opposed than he to its abolition. At the

same time he believes in a carefully regulated reciprocity that gives some consideration to the clerk needs of each State in order to prevent a particular commonwealth from becoming overcrowded with transferred registrants with a consequent and dangerous drop in salaries and an attendant and unnecessary increase in the number of drug stores.

Since North Carolina adopted the reciprocity rule about 1918, there has been a rapid increase in the number of pharmacists from other States, particularly South Carolina and Georgia, coming here to practice with the result that during the fiscal year ending June 1, 1924, there were three more pharmacists given North Carolina license by reciprocity than were registered by examination. To be exact, 24 were licensed by reciprocity and 21 by examination. During the same year, but four pharmacists transferred their licenses from this to other States. This means that only one-half of all the new crop of pharmacists last year are North Carolinians.

The reciprocity rule has been in effect here but six years and already about 10 per cent. of all the registered pharmacists in the State moved in from other sections. The ratio is growing every year. If all the druggists coming into North Carolina by reciprocity came in on an equal footing with those of our own boys registered by examination, and if the State needed more licentiates than it gains from our semi-annual board examinations, then no objections could be raised to the present great influx of reciprocal registrants, but these conditions do not prevail. If an applicant from Georgia, for example, passed his home board (one admittedly easier than ours to pass) previous to 1918 with an average of 75 per cent., he need not have had any college training whatsoever to get registered in this State; if he passed between 1918 and 1922, he need only have had one year in order for our board to put him on an equal footing with home candidates who must be graduates. This seemingly is an injustice; at the least it gives the outsider an advantage over the home trained product. All of this could be overlooked, however, if we

needed to supplement the licentiates by examination with an equal number of reciprocal registrants so as to provide an adequate number of clerks, but there is no such need. Too many drug stores already exist in North Carolina, and when the Board of Pharmacy turns loose forty-one new pharmacists (as it did last year), the inevitable result is that attractive jobs are not available for all hands, and those unsatisfactorily placed are certain to open up new stores from a false belief that thus they solve their personal problem. The greater the overplus of clerks, the greater the number of unneeded drug stores, and the less profit that accrues to each store. More and more side lines must then be added, less and less emphasis can be placed on drug service, and faster and faster disappears the prestige that has heretofore caused the average lay buyer to purchase from drug stores products available in five or six other types of stores.

What we are saying is not uttered in criticism of the Board of Pharmacy since its members are bound by the rules of the National Association of Boards of Pharmacy to grant reciprocal licenses to applicants from other States if and when they furnish credentials conforming to the requirements agreed upon. It is our impression, however, that each member board is permitted a reasonable latitude in setting up certain rules suited to the conditions of its particular state, and if we are correct in this belief, then it appears wise for North Carolina to limit incoming reciprocal registration to candidates who can conform to the same requirements exacted of the applicants for license by examination. In other words, if our own boys must be graduates of a reputable college in order to be eligible for registration, then it seems but simple justice based on wisdom for our board to set up the same standard for outsiders coming in by reciprocity. If something of this nature is not done, and the influx of reciprocal registrants continues to increase as it has for five years, then we may expect as a natural sequence an over supply of drug clerks in North Carolina with diminishing returns to each. We can-

not escape from and we must not forget the following facts: nearly fifteen per cent. more pharmacists from other states were given license last year to practice here than were given to North Carolinians; six times as many outside pharmacists came into this state by the reciprocal route as went away

by the same path; forty-five new pharmacists a year are more than we can assimilate healthily; there is not a scarcity of drug clerks in this State to justify us in allowing the present condition to continue.

What do our readers think? We will be glad to print their views on the subject.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B.; *Editor*

Chapel Hill, N. C.

Ruling Relative to Application of "Paregoric Law" Reversed

On the 13th of September, the same day the writer was preparing his material for the October issue of the JOURNAL which undertook to give an account of what happened at the Special Session of the Legislature in August, and to place an interpretation on the "Paregoric Law" enacted by that body, the office of the Commissioner of Internal Revenue at Washington, D. C., in order to ascertain "the effect of the new legislation upon the respective rights of druggists and general merchants to dispense Paregoric, Godfrey's Cordial, etc., as medicine, involving an interpretation of the amended law, referred the matter in the form of three questions to the Attorney General of North Carolina for his opinion."

This reference brought forth an opinion from the Attorney General on the 18th virtually abrogating the interpretation placed upon the Act by this office and published in the Legal Section last month. Likewise, it reverses the position taken by the Collector of Internal Revenues, Hon. Gilliam Grissom of Raleigh; also, the opinion of General B. S. Royster, Attorney for the Board of Pharmacy, and numerous other able attorneys who share the opinion that the State Law as amended does not permit any one except a licensed pharmacist or a physician to sell Exempt Narcotic Preparations in any of the twenty-six counties named in the Act nor in any city or town in the remaining seventy-four counties of the State in which there is a drug store.

Notwithstanding, however, the opinion of the Attorney General is binding until the Supreme Court of North Carolina decides otherwise, and the Collector has been instructed by Commissioner Blair to register applicants as retail dealers in Exempt Narcotic Preparations (Class 5) in accordance with the interpretation placed upon the law as amended by the Attorney General. (By way of explanation it is stated that the Federal Government follows the State law in this particular, and registers only those who are qualified under the laws of the State to deal in such drugs. Had it not been for upsetting this policy we may be assured the result would have been different, as certain attorneys in Washington representing the Government are of the opinion that the Board of Pharmacy acted entirely within its power when it deleted from the list of non-poisonous domestic remedies all preparations containing any narcotic drug, and that the opinion referred to is not well founded.)

Consequently, as a result of the ruling of the Attorney General the Act in question has just the opposite effect from what the Legislature intended it to have. The twenty-six counties which sought to restrict the sale of Exempt Narcotic Preparations therein are without restriction insofar as the State law is concerned; and the other seventy-four counties which sought to be unrestricted find that they are restricted to the extent that only the general merchants located outside of towns having drug stores are permitted to sell such preparations. Or, stated differently, "under the present State law in North Carolina, as interpreted by the Attorney General, general merchants may sell Paregoric, God-

frey's Cordial, etc., with the following exception: that a general merchant who is located in any city or town in the State wherein there is an established drug store, which city or town is not within one of the twenty-six counties mentioned in Section 2 of the Act of the General Assembly, ratified August 23, 1924, and identified as HB 23; SB 203, may not sell such preparations when the merchant has no registered pharmacist employed at his place of business."

It will be noted in the Attorney General's opinion, hereinafter set out in full, the statement is made that prior to the enactment of this law his office had ruled that the Board of Pharmacy under the laws then existing had no authority to class as poisons such preparations as Paregoric, Godfrey's Cordial, etc. This the Board did not do, but rather acting under its power to define and designate non-poisonous domestic remedies, it simply refused to name them as such. Further, it is stated that the terms "domestic remedies" had at the time of the enactment of the law in 1905, and still have, a definite signification. If this is correct, then why was the power to define and designate non-poisonous domestic remedies delegated to the Board? But, the opinion conveniently omits the word "non-poisonous" and refers only to "domestic remedies." The statute (C. S. 6667) exempts non-poisonous domestic remedies and not domestic remedies. And it would appear that the power to define and designate was delegated to the Board because of this fact. Again, it is stated that Sub-section 4 of C. S. 6672, which deals with narcotic drugs, expressly declares that the above provisions shall not apply to preparations containing opium or its derivatives sold in good faith for diarrhoea, etc. An examination of the "above provisions" referred to, however, deal with the manner in which narcotic drugs are to be sold, and in no wise alter the purport of C. S. 6667 or take from the Board the right to define any non-poisonous domestic remedies, delegated in Section 6654 of the Consolidated Statutes.

"Raleigh, N. C., September 18, 1924.
Commissioner of Internal Revenue,
Attention of Mr. C. R. Nash,
Washington, D. C.

Dear Sir:

In reply to yours of September 13th.

Prior to the enactment of the act of the special session, House Bill 23, Senate Bill 203, ratified August 23, 1924, and in effect from and after its ratification, this office has ruled that the State Board of Pharmacy under the statutes of North Carolina as they then existed had no authority to class as poisons such preparations as paregoric, Godfrey's Cordial, etc., which contained in small proportions narcotic drugs. Our reason for so holding is to be found in the following suggestions:

C. S. Section 6667 expressly exempts from its provisions the selling at retail of non-poisonous domestic remedies. This designation is, of course, general in its nature, but the terms "domestic remedies" had at the time of the enactment of the law in 1905, and have now, a definite signification. When the statute comes to deal with narcotics and certain other drugs, in Section 6672, it expressly in sub-section 4 thereof declares that the above provisions shall not apply to preparations containing opium or its derivatives and recommended and sold in good faith for diarrhoea, cholera or coughs, each bottle or package of which is accompanied by a specific direction for use and a caution against habitual use, nor to the compound powders of ipecac and opium commonly known as Dover's Powders. The latter provision became the law in North Carolina in 1919 and it tends to make the exception from the act of 1905 more definite and being so made more definite, it would include such preparations as paregoric, Godfrey's Cordial, etc.

The General Assembly, however, at its extra session in August, 1924, acting on the assumption that the instructions of the State Board of Pharmacy were based upon statutory authority and not *brutum fulmen*, enacted the statute above referred to. The reason for the enactment of the latter law

was this: That in quite a number of counties of the State the drug stores are very few and located only at the county towns. Country stores were in the habit of dealing in paregoric and Godfrey's Cordial, etc., for the benefit of the community in which they lived. Such preparations, though of course, liable to abuse in their use, were certainly non-poisonous domestic remedies and could be very well sold in good faith for diarrhoea, cholera or coughs. The Legislature intended, then, to remove any doubt as to the authority of country stores to deal in such products for the benefit of their communities.

Section 2 of this act exempts twenty-six counties in the State from its operation. If the act had stopped there, there could be no doubt that its effect under the rules of construction applied to such statutes would be to require such remedies to be sold in the counties exempted from the operation of the act only by registered pharmacists. Section 3 thereof, however, declares:

'That in the counties exempted from this act, the law as to the sale of drugs as heretofore existing on August first, one thousand nine hundred and twenty-four shall be and remain the law therein.'

If, then, the construction of the law as it existed on August 1, 1924, by this office was correct, it seems that the act of the extra session has not modified the rule adopted by us.

Taking up, then, your questions *seriatim*, we append the answer to each:

(1) Under the present State law of North Carolina (the act of August, 1924, being now in force) may a general merchant located anywhere in the State of North Carolina, who has no registered pharmacist in his employ, sell exempt preparations, such

as paregoric, Godfrey's Cordial, etc., as a medicine?

In the opinion of this office the answer to this question should be "Yes" with the following qualification: Section 1 of the act of 1924 has appended to it this proviso:

'Provided, this act shall not apply to any city or town wherein there is located an established drug store.'

No general merchant, then, in any of the counties to which the act of 1924 is applicable, who does business in a city or town wherein there is located an established drug store, can sell these remedies, but persons desiring them must resort to the drug store.

(2) Under the present State law, as outlined in Question 1, may a general merchant, who has no registered pharmacist in his employ, and who is located in one of the twenty-six counties enumerated in Section 2 of the act identified as HB-23-SB-203, sell the so-called exempt preparations such as paregoric, Godfrey's Cordial, etc., as a medicine?

In the opinion of this office, the answer to this question should be "Yes."

(3) Under the present State law in North Carolina as indicated in Question 1, may a general merchant, who is located in any city or town wherein there is an established drug store, which city or town is not within one of the twenty-six counties mentioned in Section 2 of the State law identified as HB-23-SB-203, sell the so-called exempt preparations such as paregoric, Godfrey's Cordial, etc., when such general merchant has no registered pharmacist in his employ?

The answer to this question, in the opinion of this office, should be "No."

Very truly yours,

JAMES S. MANNING,
Attorney General.'

HAPPENINGS OF INTEREST

ALICE NORLE, *Editor*

Chapel Hill, N. C.

University School of Pharmacy

Never in its history has the University of North Carolina started the new year under as favorable conditions. The enrollment has broken all previous records. Already it has passed 2,200, and when to this number is added the 1,700 students enrolled through extension classes and correspondence courses the grand total is more than 5,000. The School of Pharmacy has an enrollment of 143 or 34 more than the *total* registration for the year 1923-24. There are 93 in the first year class, 46 in the second, and 4 graduate students. Person Hall is taxed to its utmost to take care of this large number. Dean Howell wears a worried expression and eagerly watches the progress being made in the erection of the new Chemistry Building, for as soon as the Chemistry department vacates its present quarters the building will be extensively remodeled and assigned to the School of Pharmacy.

Old students returning to Chapel Hill found many improvements and changes on the campus. During the summer three dormitories were completed containing rooms sufficient to accommodate nearly 400 students. Several of the older buildings have been completely remodeled, while a great deal of work has been accomplished towards the improvement of the University campus.

Mr. H. M. TAYLOR, Ph.D., who was an instructor in chemistry in the University last year, has been added to the teaching staff of the School of Pharmacy as instructor in pharmacy. The new student assistants are MESSRS. H. E. TATE, Lenoir; O. D. BIDDY, Asheville, and H. M. WINDERS, Fremont.

During registration days the new pharmacy students were welcomed to the University by a committee of students headed by Mr. J. L. THOMPSON, the School of Pharmacy representative on the University Coun-

cil. This committee personally met each new man as he presented himself for matriculation at Person Hall and warmly welcomed him to the University. The committee also rendered every possible service to the new students such as giving directions about the campus, helping students find rooming and boarding places, etc.

In the first year class are several men whose family names are already familiar to the pharmaceutical profession in North Carolina. Among them are A. P. CARSWELL, a brother of R. F. CARSWELL, of Winston-Salem; A. A. GAMBLE, a brother of C. F. GAMBLE, of North Charlotte and J. P. GAMBLE, of Monroe; C. W. HALES, a brother of R. A. HALES, of Kenly; J. C. JACKSON, a brother of L. JACKSON, of Duke; T. J. MOORE, a brother of A. R. MOORE, of Wilson; C. A. RING, JR., a son of C. A. RING, of High Point, and G. W. DILL, JR., a son of G. W. DILL, of Morehead City. In the second year class are the namesakes of such North Carolina druggists as C. C. FORDHAM, G. K. GRANTHAM, and J. M. HALL. Mr. J. G. HALL, of Oxford, has a second son in the school, JOHN PERRY HALL.

The high school preparation of the students is unusually good, the general average being at least sixteen units, while quite a number have had from one to two years of college work before taking up the study of pharmacy. Practically all of the students are from North Carolina, although there are three from Virginia, and one each from Indiana, Tennessee, South Carolina, New York, and Pennsylvania. In the third year class is a student from Cairo, Egypt.

University Branch A.Ph.A.

The first meeting of the University of North Carolina Branch of the A. Ph. A. for the year 1924-25 was held in Davie Hall Thursday evening, October 9. A large number of members and visitors were present.

The new students are manifesting great interest in the branch and several have already affiliated with the organization.

Officers for the year were installed at this meeting. Due to the failure of Mr. J. A. MEACHAM, who was elected president last spring, to return to college, the first vice-president, Mr. J. L. THOMPSON, of Leaks-ville, was installed as president, and Mr. EDWARD HAUPT, of Newton, the second vice-president was made first vice-president. The other officers are Mr. J. M. SPOON, of Charlotte, secretary treasurer; and DEAN E. V. HOWELL, historian.

President Thompson appointed the following committees for the year: Division chairmen on membership: W. L. WEST, of Roseboro; T. J. MOORE, of Wilson; and H. M. DEAL, of Mooresville. Program committee: E. H. TATE, of Lenoir, chairman, E. V. KYSER, of Chapel Hill; O. D. BIDDY, of Asheville, and A. B. KUNKLE, of Statesville.

The members voted to hold bi-monthly meetings instead of one a month as heretofore. One meeting in the month will be devoted to the reading of papers written by the members and to abstracts from interesting subjects pertaining to pharmacy. At the other meeting lectures will be given by speakers from such pharmaceutical and chemical houses as Eli Lilly and Co., H. K. Mulford Co., and Parke, Davis and Co.

After the routine business was disposed of PROF. E. V. KYSER gave a very interesting and instructive lecture on the "Synthesis of Flowers." He demonstrated by the use of slides how perfumes are made from flowers and also showed the process of production of perfumes synthetically. The branch is very greatly indebted to MR. CHARLES V. SPAR-HAWK, of Newark, N. J., for lending the slides for this lecture.

North Carolina Board of Pharmacy Examination

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates for license to practice pharmacy, either as pharmacist or assistant pharmacist, will be held in Raleigh, November 24, 1924, at 9:00 a. m. The theoretical examination

will be held in the Hall of the House of Representatives and the practical examination in the Chemical Laboratory of the North Carolina State College.

All applications with the required fee of \$10.00 should be filed with the Secretary, F. W. Hancock, Oxford, N. C., not later than November 15, 1924.

Piedmont Topics

M. J. LEIMKUHLER, *Reporter*

MR. B. C. GRIFFIN, who purchased the Allen Drug Store at Huntersville some time ago, has changed the name to the Griffin Drug Co.

MR. F. L. FURR has resigned his position with Lynch's Pharmacy at Charlotte and has entered Guilford College. MR. V. R. FULMER, formerly with the Reese-Stowe Co., has succeeded Mr. Furr at Lynch's.

MR. K. A. KIRBY, formerly with the J. P. Stowe Co., of Charlotte, is now associated with the Griffin Drug Co., of Kings Mountain.

MR. L. A. BAILEY, who has been with Burrow Martin and Co., of Norfolk, Va., for a number of years, has returned to his old home in Charlotte, and is now associated with the J. P. Stowe Co.

MR. W. B. WILSON, of the Wilson Drug Co., of Hendersonville, is opening a branch store at Balfour, a suburb of Hendersonville.

MR. Q. T. BILBRO and brother have purchased the Rhinehardt Pharmacy at West Asheville and changed the name to Bilbro's Drug Store.

The E. and M. Drug Co. is the name of a new drug store at Troutmans. MR. T. L. MULLEN is prescriptionist.

MR. J. R. DAVIS, of Marion, has moved his store to Asheville and has located in a new building in the Forest Hill section of the city.

MR. FRANK BRADBURN, representing the house of Squibb in North Carolina, recently underwent an operation in an Asheville hospital. His many friends are delighted to know that he is improving and hope he will soon be able to continue his trips about the State.

DR. J. R. HENDERSON, representing the Scott Drug Co., with headquarters at Shelby, is rapidly recovering from a severe attack of double pneumonia.

Goldsboro District Letter

C. B. MILLER, Ph.G., *Reporter*

The only incident to disturb the quietude of the druggists of Goldsboro lately has been the fight between the druggists and the County Board of Health on the subject of paper cup service at fountains. The druggists lost out, but then what do we care, we are accustomed to beatings all around. The final analysis has been to advance the price of some drinks whereby the druggists will be financially benefited in the end by the new ordinance, and the dear Public "protected" from contagious disease. Thus wags the world!

The paregoric problem seems to be like the circus mule—a double header—and it is hard to tell whether it is "a comin'" or "a gwine." It seems to be "comin'" in some sections and "gwine" in others. I hear of many druggists in our State who are buying paregoric in five and ten gallon lots, and even larger quantities. On the face of this it is very evident that some of the brethren are debauching the profession, and are no better morally than the old bar-keeper who sold liquor for the money there was in it. This may seem a very drastic assertion, but there is no getting around it. You know it's true. If I could not make a living in the drug business without catering to the habits of the land, and violating both my conscience and the law I would go to plowing a blind mule.

The profession of pharmacy is a most honorable calling and one that can be pursued successfully in any live community. For some who wear the Ermine of Pharmacy to stoop to the level of the "bootlegger" is to cast reproach upon the profession, and bring down upon the heads of all reputable druggists the censure of the public. I am ashamed of these fellows and I hope that if any of the brethren who are dealing in pare-

goric to the above extent see this letter it will cause them "to think on these things," and stop this nefarious business.

I hear some manufacturers are refusing to fill orders for paregoric in these abnormal quantities, knowing full well the intent of the purchasers, and I take my hat off to them. They have the right attitude and the moral courage to refuse these orders. This leads me to the conclusion that there are still clean honest men in the business who value right above dollars and cents.

The government is doing all in its power to stop the habitue and the drug fiend, and for the very men who can lend a helping hand in this moral crusade to betray the trust imposed upon them by catering to the habitue for the small money there is in it, is to place upon them the habiliments of a Judas and the brand of a traitor to the profession of pharmacy.

The Truth is mighty and will prevail. The adage of the Book of Books—"Be sure your sins will find you out"—is as true today as ever. Remember that, fellow-druggists:

When the great Scorer comes

To mark against your name,

He asks not that you won or lost,

But how you played the game.

The N. A. R. D. Convention

To the CAROLINA JOURNAL OF PHARMACY:

Just a word to say that North Carolina was well represented at the recent convention of the National Association of Retail Druggists, held at Washington, D. C., September 22-26. Besides the writer there were present PRESIDENT and MRS. J. P. STOWE, of Charlotte; J. A. GOODE, of Asheville; G. A. MATTON and C. A. RING, of High Point; and ATTORNEY and MRS. F. O. BOWMAN, of Chapel Hill.

The convention was a large one, over 1,400 delegates and visitors being present from nearly every State in the Union. There were no outstanding discussions on topics affecting the interests of North Carolina druggists. The greater part of the

time was taken up with discussions having to do with the working of the prohibition unit in relation to "I" permittees.

On account of pending court decisions the Kelly-Stevens Price Maintenance Bill received scant attention. This was a keen disappointment to the writer, since I believe that if this bill could be enacted into law and enforced it would be of the greatest benefit to the entire country, and especially to the sections where the Cut Rate Faker holds sway.

I would not have you believe that the N. A. R. D. is not a live working body, ever on the alert to our fears and hopes, for it is just that kind of organization and should be supported by all State and local associations. With headquarters at the National Capital it stands guarding our interests, and weekly advises us of what is going on there. A membership is worth all it costs and more.

The North Carolina delegation had a very pleasant informal meeting with Mr. J. J. BRITT of the Prohibition unit, and also with Col. Nutt, chief of the Narcotic Bureau. The latter, by the way, is a registered druggist, and holds licenses to practice pharmacy in Illinois and the District of Columbia. I feel sure that if any druggist unintentionally violates some technical point of the narcotic law, Col. Nutt will give the offender a sympathetic as well as a fair hearing.

President Coolidge invited the association to a reception on Wednesday and made the delegates a brief speech from the steps of the south entrance of the White House. The other social events, including a trip to Mount Vernon and Arlington, did not begin until Friday of Convention Week. Business called the North Carolina delegation home on Thursday and so they were forced to miss these pleasurable events, but we understand they were greatly enjoyed by the delegates fortunate enough to be able to remain in Washington until the close of the convention.

(Signed)

C. A. RAYSOR,

Chm'n N. C. Delegation.

News Around Charlotte

S. P. HALL, *Reporter*

MR. H. E. REES, of Lincoln, is now head of the prescription department of the English Drug Co., of Monroe.

MR. C. W. EASON, formerly manager of the Wohlford Drug Co., of Charlotte, is now manager of the Pineville Drug Co., of Pineville.

At the receiver's sale of the Mackorell Drug Co., of York, S. C., MR. W. L. WILLIAMS was the purchaser, and is now active manager of the store under the name of the Carolina Drug Co.

MR. C. L. ALLEN, originally of Clover, S. C., but who has been with Paul Webb's Drug Store, of Shelby, for some time, has moved to Gaffney, S. C., and is now manager of the Gaffney Drug Co.

MR. EUGENE HOUGH, formerly with Walker's Service Store, of Charlotte, has moved back to his old home at Lancaster, S. C., and opened a drug store of his own under the name of Hough's Drug Store.

The Stewart Pharmacal Co., manufacturers of "Riggs EZE" germicidal mouth wash are now completing a laboratory at Derita for the manufacture of "Riggs EZE" tooth paste.

General News Items

MR. R. M. WILLIS, of Southport, is now with the Snow Hill Drug Co., of Snow Hill.

MR. W. F. GASKINS has discontinued the practice of pharmacy and is now in the cigar business in New Bern.

MR. F. E. WEBB, of Forest City, has been elected a director of the Carolina Drug and Chemical Co., of Charlotte. Mr. Webb is a member of the firm of the Rhinehart Drug Co.

We understand that the Morrison Mfg. Co., of Statesville, has installed an attractive set of fixtures for the D. M. Gurley Drug Co., of Sanford. The firm has under construction fixtures for the Stratford-Weatherly Co. and Cline's Pharmacy, of Greensboro; for Hedgepeth Pharmacy, of Lumberton; and the Palace Pharmacy, of Roxboro.

MR. J. F. DAILEY, formerly with Mack's Drug Store, of Durham, is now with the Nashville Drug Co., of Nashville.

MR. R. S. KNIGHT, who passed the State Board in June, is with Mitchener's Pharmacy, of Edenton.

MR. A. G. MILLICAN, who has been with the Munn Drug Co., of Atlanta, Ga., for the past several months, has returned to his old home in Wilmington, and is located with Elvington's Drug Store. His home address is No. 31 Colonial Apartments.

The name of the Montford Pharmacy, of Asheville, has been changed to Mullen's Pharmacy.

MR. L. B. POOLE has resigned his position with the West Durham Drug Co., of West Durham, and moved his residence to Goldsboro, where he is prescriptionist for Handley's Drug Store.

The Gibson Drug Co., of Concord, recently celebrated its 71st birthday.

MR. LOUIS B. SIMPSON, who has been with the DeLorme Drug Co., of Charleston, for some time, has accepted a position with the North State Drug Co., of Lumberton.

The Cerro Gordo Drug Co., of Cerro Gordo, has moved into a new building. The company now has an up-to-date place, having installed new fixtures and fountain. Dr. Floyd has moved his office into the same building.

MR. D. A. SMITH, who has been prescriptionist for the Franklin Pharmacy Co., of Franklin, since passing the State Board in June, is now with Randall's Pharmacy, of High Point.

The work of remodeling the W. W. Parker building in Henderson has been completed. Mr. Parker has moved his drug store from one store in the building into the other. A new front has been put in, and extensive improvements made, including the laying of a tile floor.

MR. PAUL THOMPSON, of Fairmont, is prescriptionist for the Grantham Drug Store at Parkton.

We regret exceedingly to state that the condition of MR. CHARLES CASHWELL, of Statesville, remains about the same. He has been quite ill for some time in a sanatorium in El Paso, Texas.

MR. D. G. TAYLOR is out of the drug business and is now with the Union Motor Co., at Leaksville.

MR. C. E. WALKER, who received the degree of Ph.G. at the University of North Carolina in 1916, has discontinued the practice of pharmacy, and is successfully engaged in the general mercantile business at Morganton.

MR. H. Q. FERGUSON has resigned his position with Handley's Pharmacy, of Goldsboro, and returned to his home at Randleman.

MR. W. W. WIGGINS, proprietor of a number of stores in the eastern part of the State, recently purchased the Powers Drug Co., of Wake Forest.

MR. W. A. WARD has accepted a position with Finley's Drug Store, of Asheville.

MR. P. L. TROTTER has opened a drug store in a building owned by him at Pilot Mountain.

MESSRS. LON D. RUSSELL and H. M. ARPS recently accepted positions with Eubanks Drug Store at Chapel Hill.

Fire originating in the projecting room of the Piedmont theatre at Concord, did considerable damage to surrounding buildings, among them the Porter Drug Co.

The Sykes Drug Co., Inc., of Greensboro, opened its new drug store in Greensboro on September 15. The store is up-to-date in every detail. Among the innovations of

which the management is especially proud is the "direct ice-ing" type of soda fountain.

Friends of Mr. B. FRANK PAGE, of the W. H. King Drug Co., are congratulating him upon his election as one of the vice-presidents of the National Wholesale Druggists' Association. Mr. and Mrs. Page attended the recent convention of the association held in Atlantic City.

Ill luck seems to follow Mr. E. E. MURCHISON, of Sanford, in his travels. Not long ago a spare tire was stolen from his car. A few nights later while en route by Durham to Clayton to visit sick relatives, his car was hit by another being towed on the Raleigh-Durham highway. The driver of the other car seemed to have lost control, according to eye-witnesses, and sideswiped Mr. Murchison's car as it passed. Both cars were badly damaged.

Have You Voted?

On October 20 the CAROLINA JOURNAL OF PHARMACY mailed to every registered druggist in North Carolina a double post card asking that each recipient send in his vote on the query: "Who is the Greatest Living Pharmacist in North Carolina?"

There seems to be doubt in some minds as to the object of such a ballot, and questions have come in asking for information. The following explanation should be sufficient.

This is a great season for balloting of all sorts. Straw voting of every character is being carried on and the JOURNAL simply "caught the fever" and decided to run a

contest of its own. Several ideas were debated in an attempt to find a subject of the greatest popular interest. It was finally decided to ask State druggists whom they believed to be the biggest figure in North Carolina pharmacy today and to specify the name of their favorite on a specially prepared ballot. This was the sole reason actuating the editors in conducting the voting.

Up to the time of going to press with this issue, there have only been about one hundred and fifty ballots returned. This is disappointing since such a vote means nothing: it is not representative. We take this means of asking our readers to send in their votes at once and thus add value and interest to a proposition that ought to prove entertaining. If you have lost your card, simply write on an ordinary postal "I believe so and so to be the greatest pharmacist in North Carolina today," and send it in. Only *practicing retail druggists* should be voted for; teachers and wholesalers are to be excluded. Not personal popularity but contributions to pharmacy should be the basis of the balloting. The ballots are not to be signed. The results of the voting will be published in the next, the December, issues of the JOURNAL.

The editors are trying constantly to make this publication of interest to the druggists of the State, and every once in awhile they find it necessary to ask for coöperation. This balloting is a case in point. Unless our readers take the trouble to send in their votes, then that particular project loses whatever value it might otherwise have. Will you not, therefore, send in your vote at once if you have not already done so?

Jacobs' Liver Salt and Dr. Fred Palmer's Skin Whitener Preparations are two sales units that steady, effective advertising has made indispensable to druggists for the simple reason that these products are constantly asked for.

Jacobs Pharmacy Company

ATLANTA

GEORGIA

Pharmacy's Greatest in North Carolina

To the five men who, by the ballot of their fellow-workers, are declared the greatest living pharmacists in North Carolina, THE CAROLINA JOURNAL OF PHARMACY for December is respectfully dedicated in grateful acknowledgment of their unremitting and successful efforts on behalf of pharmacy in this State. In paying them its highest honor, the JOURNAL offers them its warmest thanks for their loyal and lengthy service.

* * * * *

Edward Victor Zoeller, of Tarboro, president of the board of pharmacy for thirty years, charter member of the North Carolina Pharmaceutical Association, retail druggist since 1877, and advocate of high standards in pharmacy, zealous always for the best interests of his calling, he is, by the ballot of his co-workers, the greatest retail pharmacist in North Carolina today.

Edward Vernon Howell, of Chapel Hill, founder and director of the University's school of pharmacy, leader in the successful fight to elevate educational standards in this State, teacher of unquestioned ability, investigator with tireless energy, he is, by the vote of his fellows, one of the State's greatest pharmacists.

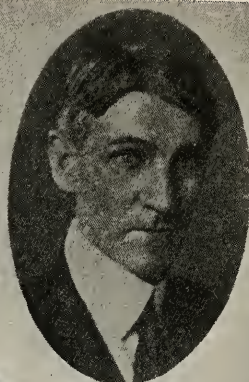
George Kenneth Grantham, of Dunn, retail druggist since 1894 and partner in four stores; one-time state senator and politician in the highest sense; friend of his fellows and by them warmly regarded; fighting always for pharmacy's rights and succeeding oftener than he fails; he has been voted one of the five greatest druggists in the State.

James Pinkney Stowe, of Charlotte, first and only pharmacist on the board of health; owner of more drug stores than any man in the State; president of the North Carolina Pharmaceutical Association, and chairman of its executive committee; one-time member of the board of pharmacy; he has, in a comparatively few years and while still a young man, established an enviable position for himself in North Carolina pharmacy and received election as one of its outstanding members.

Franklin Willis Hancock, of Oxford, charter member of the North Carolina Pharmaceutical Association; best known pharmacist in North Carolina; for twenty-two years secretary-treasurer of the board of pharmacy; loyal as a worker, faithful as an examiner, reasonable as an inspector; he has devoted his best talents to the cause of pharmacy in this State, and has won through years of unremitting toil the distinction of being called one of North Carolina's greatest pharmacists.



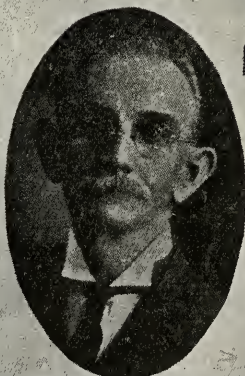
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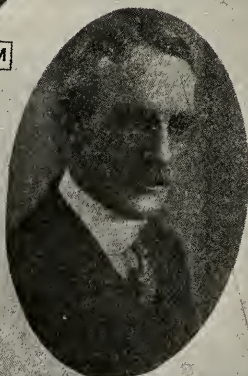
E.V. HOWELL



G.K. GRANTHAM



F.W. HANCOCK



J. P. STOWE

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EDITORIAL

J. G. BEARD, *Editor*

Chapel Hill, N. C.

The Greatest Pharmacists in North Carolina

As a frontispiece this month we are carrying the picture of the five outstanding pharmacists in North Carolina. These men are declared the greatest in their field by the votes of a large majority of their retail contemporaries, and certainly the JOURNAL concurs in the opinions expressed on the ballots returned. We are featuring five men instead of the leader only, because the voting was sufficiently close to make it only fair that we do so. Who are the five chosen ones? We want our readers to reflect upon them a moment and consider their contributions to North Carolina pharmacy, past and present. To make this easier, there is outlined in brief manner, following the frontispiece, a sketch of each man. Mr. Zoeller, as one of the oldest state board presidents in the Union (in point of service) and as a retail pharmacist of high rank, has, by reason of his untiring efforts to elevate the standards of pharmacy in this State, won the distinction of being called the greatest living retail pharmacist in North Carolina today; Dean Howell, in the field of pharmaceutical education, where he has made a secure place for himself in the hearts of his students; Mr. Grantham, as a legislator working always for druggists; Mr. Stowe, as a retailer who is never too busy to lend time and money in furthering the interests of pharmacy; and Mr. Hancock, a faithful laborer for a quarter century who has spent himself unstintedly to maintain good pharmaceutical service to the public, compose the remaining four in the quintet of distinguished drug workers who led the voting in the JOURNAL'S contest.

It is only fair to add here that other pharmacists than the above received votes also, some of them a goodly number of votes. Those receiving enough to make mention of here were: Messrs. I. W. Rose, C. A. Raysor, J. A. Goode, H. R. Horne, W. H. Wearn, Paul Bisette, W. W. Horne, T. A. Walker, Germain Bernard, R. M. Brame, C. N. Herndon, T. R. Hood, W. H. Justus, P. A. Lee, W. A. Leggett, W. S. Martin, J. D. Nutt, E. W. O'Hanlon, H. S. Overman, B. Frank Page, C. R. Thomas, and Paul Webb. Mr. J. G. Beard figured in the ballots cast but his votes were eliminated by the tellers because of his official connection with the contest.

In making known the results of the balloting the JOURNAL wishes first to express its thanks to those pharmacists who participated in the contest, and second, to reiterate that the purpose back of the plan was simply to get state druggists to thinking about the men who have made possible by their unselfish and unceasing efforts the present satisfactory condition of retail pharmacy in North Carolina. If, as has been stated by visitors repeatedly, the drug business in this State does compare so favorably with the kind practiced in other States, then it is a fact that the men figuring prominently in the JOURNAL straw ballot are in large part responsible for it and it is time the beneficiaries recognize their obligation.

Assistant Pharmacists Are Unnecessary

On many occasions, in and out of print, the editor has expressed his opposition to the assistant pharmacist grade of license, and he is speaking here again on the subject not because he believes his utterances will have any particular weight but in order to start North Carolina druggists to thinking about the matter so that later on they may, if so inclined, take steps looking to the elimination of the assistant pharmacist in this State. It cannot be too strongly emphasized that the statements and opinions ex-

pressed below represent the personal views of the editor. They are not to be understood as having any official endorsement.

In no other field than pharmacy that we can think of is there a legally qualified assistant entitled to carry on the major duties of the man of higher grade. Can you imagine an assistant surgeon, or an assistant dentist, or an assistant lawyer? Would you be willing to entrust your life, your teeth or your case to such a person, if there were one? Is the practice of pharmacy so lacking in danger that a half-trained person may safely be entrusted with its duties? What duties in a drug store involve most danger to the public if improperly performed? Filling prescriptions and selling poisons, of course. At present this responsible work may be done by an assistant (admittedly less competent than a full licentiate) provided the store in which the work is done (not the work itself) is in charge of a registered druggist. The law does not limit the assistant to *assisting*, but, by omitting to specify otherwise, permits the whole job of poison and prescription dispensing to be done by him. An analogy would be found in medicine if an assistant surgeon (not a graduate M. D.) were legally allowed to perform major operations so long as the hospital was in charge of a licensed doctor. Would you offer your anatomy to the carvings of such a man? Not if you knew the situation. But if State law permitted such a thing, you might unknowingly become the subject of the assistant's knife; certainly unquestioning people would be exposed to the danger. It is inconceivable, however, that registered doctors or the board of medical examiners would tolerate such a thing much less help to bring it about as was the case in pharmacy. The public trusts the doctor's license; it also trusts any sort of pharmaceutical license. Doctors protect theirs by holding its standards high. Do we act similarly?

Those who believe that there should be assistant pharmacists in North Carolina are able to offer only one reason for their belief. In essence they say that the sub-standard man can take the place of the registered clerk or manager during his absence

at meals or rest, performing legally the duties of the latter, and can at other times assist in prescription work, thus making unnecessary in the so-called "one man stores" the employment of higher priced help and yet keep the store constantly within the law. Viewed narrowly this sounds all right, for in North Carolina a majority of the drug stores are not large enough in volume of business to justify two registered pharmacists; the law does say that a store shall conduct its affairs only when a licensed person is in charge; and if a registered assistant is present the letter of the law is obeyed. Granting for the moment that this is good argument and that the reasons are sufficient, let us examine the results thus far and see if they correspond with expectations. The act legalizing assistant pharmacists became effective January 1, 1922, and since that time four assistants have been granted their registration papers. This is at the rate of about one a year. If this rate keeps up and none of the assistants die or move out of the State or quit the drug business and if the number of drug stores needing such help does not increase, then in five hundred years from now our fifteenth great grandchildren will witness the result that those responsible for assistant pharmacists had in mind in sponsoring the plan. Without wasting time to defend or defame the assistants, and without bothering to say what would happen if something else should happen, it seems to us that the lower grade of license should be abolished because after a fair trial it has failed absolutely to justify itself or to influence even faintly the condition it was created to remedy. Why leave on the statute books a sterile measure? Why cheapen pharmaceutical licenses when practically no good to anybody is resulting therefrom?

In the above paragraphs we have tried briefly to show why the law relating to assistant pharmacists should be repealed. We may be wrong in our deductions or conclusions. If any reader takes issue with our position or can show cause why the law should stand, we shall gladly give his rebuttal the same prominence accorded this editorial.

Has North Carolina Enough Drug Stores?

We doubt if a single reader of ours would answer this question in the negative, and yet it is really a subject for debate. There are in this State—or were last January—seven hundred and ninety-two drug stores. The last census credits North Carolina with 2,556,486 people. This gives each store theoretically 3,223 persons from whom to draw trade. But only in a limited sense does this last figure mean anything, for whereas in Raleigh there are only 873 people for each drug store, in Ashe County there are 21,001 people who have no drug store to furnish them service. There are six other counties placed exactly like Ashe, and a number of counties where drug stores are not convenient to the main bulk of the citizens. If all North Carolina pharmacies were distributed ideally, there would be enough stores to give every person drug service, but instead of being scattered they are concentrated in centers, and in such manner that oftentimes there are two stores in a community which needs only one, leaving large areas without a single store.

The JOURNAL does not pretend to have a remedy for this condition, but it does believe that prospective proprietors would do well to locate their business in places that heretofore have had no drug stores but which appear to possess profitable potentialities for a pharmacy. Take Spruce Pine, Newland, Cranberry and Jefferson, for examples. They are all thriving, pleasant, mountain towns that are rapidly getting a network of good roads leading into them and are destined to develop greatly in the next few years. A good drug store in any of these towns, carrying the comprehensive line that modern stores carry, and in charge of a hustling registered pharmacist who would advertise his technical ability and training to the people, ought to pay. These places each need a real drug store—not a doctor's shop—and we believe a golden chance is in store for druggists who will establish themselves there.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

The Proposed Insurance Company

Up to the present time the Insurance Committee of the North Carolina Pharmaceutical Association has obtained a few more than one hundred and fifty (150) policies (risks) of fire insurance on drug stores and other property belonging to the druggists of the State, covering slightly more than two hundred and fifty thousand dollars (\$250,000) worth of property. In addition to this we have several applications for policies of insurance to be written early in next year. As has been stated before, the Insurance Committee is placing this insurance with The Ohio Hardware Mutual Insurance Company of Coshocton, Ohio, which company, according to an agreement entered into by its representatives and our Committee, issues policies for all insurance placed with it, and carries same for us until our own company is organized. When our own organization is perfected this company will turn over to us all the business we have placed with it, together with forty per cent. of the earned premiums paid in by the policy holders in this State.

At a recent meeting of the Insurance Committee held in Raleigh, it was decided to postpone the organization of our company until some time during the coming spring, perhaps in May. By waiting until then, we feel that we shall be able to secure as much as four or five hundred thousand dollars of insurance and as many as three hundred risks, which is twice the amount of insurance and a hundred more risks than the State Insurance laws require. However, when that goal is reached we shall be more than justified in organizing and operating our own company. The purpose of the proposed company is one of service to the members of our State Association. Coöperation with us in this endeavor will mean a saving to every policy holder. We guarantee to

return as much as 15 per cent. of the premium on every policy placed with us the first year, and more each year as we progress and our growth justifies it, until we reach 30 or 40 per cent. In addition to this, eventually we can place the work of the Association upon a self-sustaining basis by means of this proposition.

If any reader of the JOURNAL is in doubt as to the possibilities of the proposition, ask your local hardware dealer whose organization entered the insurance feature twelve years ago, or ask members of your local merchants association, and let them tell you what their organization has done for them along this line.

The Committee urges every North Carolina druggist to coöperate in this work. Those who have not placed a policy with us are urged to do so as soon as possible, in order that we may get our organization started good and strong not later than the coming spring. Look over your insurance policies and send the one expiring first to the secretary of the Insurance Committee, Attorney F. O. Bowman, Chapel Hill, N. C. He will place it with the Ohio company. Or, if you find that you need additional insurance, after you take inventory, just send in an old policy, stating the amount of insurance you desire, whether on stock or fixtures, and the date you wish it to become effective.

This important matter commands your full consideration, and should invite your hearty coöperation.

The Cramton Bill

The Cramton Bill (Senate Bill 3422), of which we have heard much during the past year, is now on the Senate calendar and ready for final passage when Congress reconvenes in December. It was reported

to the Senate last May after having passed the House of Representatives a few days before.

Many retail druggists in North Carolina have expressed the opinion that the provisions of this bill would not affect them even if it did become law, the opinion being based upon the erroneous assumption that its application would extend no further than to those who hold "I" permits, when as a matter of fact it would effect all permittees, whether holders of "H" or "I" permits. And even if this were not the case, it is our duty to help bring about the defeat of any measure which will work a hardship on our fellow druggists of any jurisdiction. The writer shall make known his opposition to the proposed legislation to the North Carolina Senators and Representatives before Congress convenes, and ask that it be recommitted to the Senate Judiciary Committee for a hearing. He requests that the retail druggists throughout the State do likewise.

How Much Paregoric May I Sell?

Judging from the number of times this question, together with many others about the same subject, have been asked of late it appears that many retail druggists in North Carolina are not familiar with the provisions of the Harrison Narcotic Law governing the sale of "Exempt Preparations" sometimes referred to as semi-narcotic preparations. So much has been written on the subject, and the law has been in effect so long, only minor changes having been made, we had taken for granted that every retail druggist was entirely familiar with this law, and found ourselves somewhat surprised to be confronted with this situation. However, we are glad to call attention at this time to some of the most important features of the law in question.

In the first place, the Harrison Narcotic Law does not limit the amount of paregoric or other similar preparation which a retail druggist may sell. It may be sold without limitation as to the amount so long as it is

furnished *in good faith for medicinal purposes only*, provided a record of all such sales is kept, including sales pursuant to prescription, bearing the name of the person to whom the remedy or preparation is sold, made at the time of delivery, his address, the name and quantity of the preparation or remedy, and the date of the delivery. Thus it will be seen that the sale of any amount whatever of an exempt preparation to an addict is a violation of the law, whereas a sale of several ounces made in good faith for medicinal purposes only would be within the law. Some dealers have somewhere gotten the erroneous idea that if the record is properly kept, they are relieved from liability. Others are of the opinion that they may furnish any person with an ounce or two of paregoric, or of one of the other preparations falling in this class, every so often, say each week. This is likewise erroneous. Please remember that exempt preparations may be sold in good faith for medicinal purposes only, and that a record, as above given, must be kept.

Persons who violate the narcotic law or fail to fulfill its requirements in any particular are liable to punishment, the maximum liability being to be fined not more than \$2,000 or to be imprisoned not more than five years, or both.

New Ruling Simplifies Disposition of Undesirable Narcotics

Treasury Decision 3643, approved October 27, amends article 154, Regulations 35 (Revised) for the enforcement of the Harrison Narcotic Law, simplifying the method of reporting narcotic drugs seized by internal revenue officers, and providing a regulation authorizing the manner in which taxpayers may dispose of excess, undesirable, or useless narcotic stocks. Particular reference is here made to the latter regulation only inasmuch as retail druggists are interested directly in its provisions:

(1) Excess, undesirable, or useless narcotic stock in the possession of a registered person may be destroyed by such person in

the presence of a narcotic agent or inspector to be secured upon request from the narcotic agent in charge of the division in which the premises of the registrant is located.

(2) Excess or undesirable narcotic drugs and preparations, if not useless, may be disposed of by the taxpayer to a duly qualified purchaser or other recipient provided specific approval of such disposition is secured from the Commissioner.

(3) Narcotic drugs and preparations to be disposed of on account of discontinuance of business may be sold in the same manner.

Each collector of internal revenue is instructed to prepare and mail immediately to every person registered under the Harrison Narcotic Law, as amended, a copy of this decision, which supersedes all rulings heretofore made governing this subject. The retail drug trade is pleased, of course, with this regulation, as it has long been needed. Retail druggists who have been carrying useless or undesirable narcotics from year to year, necessitating additional work at inventory time, should avail themselves of the opportunity to dispose of this class of goods. Requests for a narcotic agent or inspector to visit the premises so that useless narcotics may be destroyed, or requests for permission to dispose of excess narcotics or to dispose of narcotic stock when business is discontinued should be made to Hon. Gilliam Grissom, Collector of Internal Revenue, Raleigh, N. C., who will advise the proper authorities and see that requests are granted.

Monthly Report on Form 1421 Again

Mr. E. C. Brokmeyer, counsel for the N. A. R. D., furnishes us with the following explanation of the U. S. P. and N. F. preparations in the last column of statement number one on revised Form 1421, recently obtained by him from Hon. J. M. Young, Chief of the Audit Division of the Prohibition Unit:

"The quantity of official preparations fit for beverage use utilized in compounding

or making alcoholic preparations fit for beverage use must be reported on line 3 under the caption 'U. S. P. and N. F. preparations.' If a retail druggist makes these official preparations himself, he is required to report on line 3 under the caption 'Quantity of alcohol used' the amount used in making official preparations fit for beverage purposes subsequently utilized in making alcoholic medicinal preparations fit for beverage use. In other words, two reports must be made on line 3 in Statement No. 1. Only one report must be made on this line in that Statement under caption 'U. S. P. and N. F. preparations' if the druggist buys his official preparations regarded as fit for beverage purposes and uses them in compounding or making alcoholic medicinal preparations fit for beverage use. All this applies to line 3.

"The same rule applies to reporting the quantity of alcohol and U. S. P. and N. F. preparations fit for beverage purposes in compounding or making alcoholic medicinal preparations unfit for beverage purposes. The report in this instance must be made on line 2 in Statement No. 1."

The object sought by the Department in requiring a monthly report on Form 1421, it is stated, is to compel retail druggists and all other permittees to show the quantity of alcohol and all other liquor withdrawn and how it has been disposed of each month.

This office is strongly of the opinion that a large number of permittees are not observing the regulations with respect to keeping records of the manufacture of and reporting the disposition of "U. S. P. and N. F. Preparations" fit for beverage use. It should be borne in mind that such preparations, falling under the head of intoxicating liquor, must be accounted for in the same manner as grain alcohol. Scrupulous care therefore should be exercised by every permittee in recording all transactions of U. S. P. and N. F. Preparations fit for beverage use and reporting same as outlined above on Form 1421.

HAPPENINGS OF INTEREST

ALICE NORLE, *Editor*

Chapel Hill, N. C.

INTERESTING IDEAS FROM GOLDSBORO

C. B. MILLER, Ph. G., *Reporter*

The editor is calling for copy and what I shall write is a question. There is very little news stirring in and around these parts. The quietude of the election period has settled like a pall over business, but with Christmas coming, conditions are bound to improve. Now is the time to brush up stock and get your Christmas goods attractively displayed. Spread the news in the papers, telling the public what you have to offer for the holiday trade. Don't put it off too long and remember that the early bird catches the worm. Use your windows freely, displaying your holiday goods from now until Christmas Eve. Above all, don't fail to put your prices on your goods. A display without prices is like a ship without a rudder—it gets nowhere. Take a tip from the five and ten cent stores or any of the department houses. In these you will see every article priced. Customers do not have to ask what an article is worth. They already know when they come into the store. Druggists would do well to copy these successful merchants if they want to succeed. It takes time and trouble, but this is no day for the laggard. Get a hustle on, boys, and the tune of the cash register will tickle your ears!

Speaking of the weather, isn't it glorious? It's Indian Summertime, and the moon is about full too, which makes me yearn for the Swansboro Inlet where the drum are biting fine. I think I will have to get my fishing pole down and hie myself to the seashore for a day or so. Drum surely pull fine when they strike. The full moon of October actually caught me down at Swansboro Inlet. I could not resist the call of the

drum, and I had great luck. A hundred pounds of fish were brought back—nine drum averaging about ten pounds each—and what sport!

This is the time of the "seer and yellow leaf," and Frank Stanton will have to accept my apology for paraphrasing, for the Frost is on the pumpkin, and the dew is on the vine, The corn is in the shock, and the cider's tasting fine, Persimmon beer is all on tap, backbone and sausage too, Thanksgiving's near, and full of cheer So here's good luck to you.

I am just about as much of a poet as a sheep is a go-at.

PIEDMONT NEWS

M. J. LEIMKUHLER, *Reporter*

On October 15, Mr. JULIUS ELDRIDGE, who has been engaged in the drug business in Mount Airy for the past four years, sold his store to MESSRS. PETE HOLLINGSWORTH, JOHN BANNER and JIM HALE, all Mount Airy men. The name of the store has been changed to the Hollingsworth Drug Co., with Mr. PETE HOLLINGSWORTH as manager. Mr. Hollingsworth is a graduate of the Maryland College of Pharmacy. We understand that Mr. Eldridge will retire from the drug business. He has announced his intention to return to his old home in Winston-Salem within the next few months.

Mr. G. O. TRIPP, formerly with Randall's Pharmacy, of High Point, is now associated with the Fairview Drug Co., of Winston-Salem.

The Community Drug Store, Inc., is the name of a new drug store in Waxhaw. Subscriptions from the residents of the town have enabled the promoters to establish an up-to-date drug store to be owned by sub-

scribers in the community. The firm will have an authorized capital of \$25,000. The officers are: president, J. S. PLYLER; vice-president, W. N. DAVIS; secretary-treasurer and manager, W. A. CANADY. Mr. Canady was formerly prescriptionist and manager of the Waxhaw Drug Co. in the same town. He has been succeeded by Mr. C. A. WILSON, of Gastonia.

Hedgpeth's Pharmacy is among the new drug stores in the State. The store will be opened about December 15 and will be located in the Loraine Hotel Building.

MR. A. F. BARRETT, of the Burlington Drug Co., of Burlington, was confined to his home by illness for several days in November.

MR. JESSE CARTER, JR., of Aberdeen, died on October 31, after an illness of about a week.

Several weeks ago the reporter was in Virginia and came across a poem entitled: "The Life of a Druggist," which he thought was so original and good that he is passing it along to the readers of the JOURNAL:

"A druggist's life, I'm here to tell,
Is a life of woe—in fact it's h———l
From early morn, till dewy eve,
He never gets a chance to leave.
He sells the pills that cure all ills
And difficult prescriptions fills,
If they don't cure, his patron's "cuss,"
But he must stand it and not fuss.

"The doctor's faults rest on his head,
But he must bear it 'till he's dead.
They say he lives a life of ease,
But sick folks are so hard to please;
And they don't know the aches and pains
He undergoes for little gains.

"Expenses big and margins small,
Postage stamps for sale on call.
They hate to pay the druggist's bill,
So there's little money in his till;
Yet he must pay his monthly bills
Or the jobbers refuse to sell him pills.

"So drop a tear for the druggist's lot
And in this business don't get caught.
We'll hope that in the future life
He'll live in bliss and not 'n strife.
May daily grind for him be past
And may his heaven forever last;
So when he dies let fall a tear
For he certainly got his—right here."

NEWS AROUND N. C.

J. K. CIVIL, *Reporter*

The Bradley Drug Store, of Old Fort, recently moved into its new store. The firm has one of the best located and attractive establishments in the State.

The Independence Drug Store, of Charlotte, is installing a new and up-to-date soda fountain to take care of the increasing business.

The many friends of Mr. PAUL CALDWELL, of Gastonia, will be glad to learn that he is back home, greatly improved after six weeks in Baltimore where he received medical treatment.

MR. FRANK WATKINS, of Gaffney, S. C., is now with Robinson and Co., of Rutherfordton.

MR. JOE MONROE, of John S. Blake and Co., of Charlotte, recently displayed some keen detective work and caught two thieves who had made a haul of narcotics.

The Harris Drug Co., of Bessemer City, recently closed.

MR. L. W. HART is now prescriptionist at the Peeler Drug Co., of Salisbury. The many friends of Mr. Hart will regret to learn of his wife's illness in the Presbyterian Hospital at Charlotte.

GENERAL NEWS ITEMS

During the Central Carolina Fair, held at Greensboro in October, the Vick Chemical Co. offered a prize of \$10 in gold to the person guessing nearest the number of jars of "Vicks" sold last year. This prize was won by MR. W. B. BARKER, pharmacist for the Fordham Drug Co., of Greensboro.

MR. E. G. SINCLAIR, of Apex, has been acting as relief druggist for McKay's Model Pharmacy, of Durham. MR. A. P. WESTBROOK, who has been with the Saluda Pharmacy, of Saluda, for several months, accepted the position as registered druggist for the firm on November 15.

MR. J. HENRY HALL, formerly with the Hall Drug Co., of Statesville, is now with the Statesville Drug Co. in the same town.

The Porter-Lyon Drug Co., of Greensboro, celebrated its first birthday on October 24. The JOURNAL congratulates the firm on its successful year and wishes for it many years of increasing prosperity.

MR. C. B. RHINEHARDT, who recently sold his store in West Asheville, has accepted a position as prescriptionist for the Franklin Pharmacy Co., of Franklin.

MR. D. E. COMPTON, formerly with Powers-Taylor Drug Co., accepted a position with the Justice Drug Co. on November 1st.

MR. E. J. PITTMAN, of Fairmont, is doing relief work for E. R. Thomas Drug Co., of Duke.

MR. R. E. LANGDON, who has been with the Wiggins Drug Store at Coats, will open a new drug store at Bonlee about December first. The fixtures and goods for the store were sold by the W. H. King Drug Co.

Patterson Brothers, of Chapel Hill, have recently installed an new and up-to-date soda fountain, manufactured by the Bishop, Babcock and Becker Co.

MR. T. G. CRUTCHFIELD, who has been with the Lafayette Drug Co., of Fayetteville, accepted a position with the C. W. Ellington Co. about the first of November.

Thieves broke into Cline Pharmacy recently and stole about \$150 in money and \$150 in goods. The store of Mr. W. A. HAYES in Hillsboro was also entered and several articles taken. It is thought in both instances the robbers were looking for narcotics.

There was held in Raleigh recently a joint meeting of the Executive and Legislative Committees of the N. C. P. A. to formulate legislative policies and to attend to several routine matters of business. There were present: MESSRS. J. P. STOWE, N. W. LYNCH, J. G. BEARD, C. L. EUBANKS, J. C. HOOD and R. R. COPELAND of the Executive Committee; and G. K. GRANTHAM, R. K. BLAIR, and T. L. GARDNER of the Legislative Committee. Attorney Bowman met with the two committees. At the same time a meeting of the Insurance Committee was held with all the members present with the exception of Mr. R. B. SUGGS.

North Carolina druggists who have affiliated recently with the State Association are: MESSRS. W. L. JOHNSON, of the Hayes Barton Pharmacy, Raleigh; L. M. LAMM, of the Mount Airy Drug Co., Mount Airy, and B. S. GOODE, of the Walker-Cherry Drug Co., of Ahoskie. The Association is delighted to welcome these druggists into the organization.

We regretted exceedingly to learn recently that Mr. D. E. POWELL, Asheville druggist, had been ill for several week. He has entirely recovered now, however, and has accepted a position with Goode's Drug Store in the Mountain City.

We understand that Mr. F. R. BELL, one of the proprietors of the firm, Guthrie and Bell, Druggists, has gone to Atlanta to study law.

MR. L. W. JENKINS, who has been connected with the Grissom Drug Co., of Greensboro, for some time, recently purchased the store. Mr. Jenkins is planning extensive alterations in the building and will install new and up-to-date fixtures and a soda fountain.

MR. W. A. PROUT, of Webster, Ky., who graduated from the University of North Carolina in 1922 with the degree of Ph. C., is now Assistant Professor of Materia Medica in the School of Pharmacy of Tulane University.

MR. A. A. JAMES has sold his interests in the Crescent Drug Co. and the Thompson Drug Co., of Winston-Salem, to Mr. FRANK LUNN.

MR. H. Q. FERGUSON, of Randleman, has accepted a position with the Carswell Drug Co., of Winston-Salem.

The paper presented by Mr. G. K. GRANTHAM before the N. C. P. A. at Wrightsville last June, entitled the "Tribulations of a Retail Druggist," was published in the November number of the *American Druggist*.

We regret exceedingly to learn that Mr. J. A. TRENT, of Danville, Va., a member of the N. C. P. A., recently had the misfortune of injuring his foot very badly. He is still compelled to use crutches, but is gradually getting better.

MR. J. H. BRINKLEY has resigned his position with the Citizens Drug Co., of Spring Hope. MR. R. A. HALES, of Kenly, is now prescriptionist for the firm.

The *Greensboro Daily News* of November 4 stated that the Smith Drug Co., of Elon College, has been closed by order of the court and that MR. W. LUTHER CATES has been appointed receiver.

MESSRS. C. W. HENDERSON and J. B. WILLIAMS have purchased the Court Square Drug Co. in Durham. Mr. Henderson has been connected with the store for some time as prescriptionist. Mr. Williams was formerly a member of the firm of Smith and Williams, furniture dealers. Both gentlemen will devote their entire time to their newly acquired drug store.

The JOURNAL desires to extend sympathy to MESSRS. C. M. and R. H. ANDREWS in the loss of their mother, and to MR. J. H. TOLAR, JR., in the loss of his father.

Fire starting in the basement of the building occupied by the Lenoir Drug Co., of Lenoir, caused damage estimated at \$1,000. The flames gained considerable headway before the firemen could get at them because of the tile floor and the nature of the construction of the building. It is thought that the fire was caused from a short circuit in the electrical wiring in the basement.

The JOURNAL has received an invitation from the Trustees and the Faculty of the Medical College of the State of South Carolina to the celebration on November 12, commemorative of the Centennial of the foundation of the medical college. The JOURNAL wishes to congratulate the college on its long career of service and prophesies for it many years of successful achievement.

MR. J. HARPER BEST, prescriptionist for Taylor's Pharmacy, Southside, of Winston-Salem, writes as follows: "I noticed in the JOURNAL that Miller's Pharmacy, of Wilson sold ten gross of Coleo soap in a single week. Perhaps you will be interested to know that Taylor's Pharmacy sold over six gross from late Tuesday afternoon until today, Friday, and we expect to sell at least as much more tomorrow. This has

been done without the help of either of the other two stores of Mr. Taylor as they have the deal also, and we have had no help from the Colgate salesman."

The JOURNAL staff has had the pleasure of visits from several North Carolina druggists recently. MR. DEWITT C. SWARINGEN, of China Grove, stopped by Chapel Hill after a motor trip to Pinehurst and a visit to his daughter, Mrs. Ralph Rogers, wife of a prominent druggist of Durham. MR. A. W. MOOSE, came to visit his son, MR. H. A. MOOSE, who is a student in the University. MR. I. W. ROSE is a member of the Alumni Loyalty Fund Council, and has made several visits to the editor's office while attending meetings of the Council. MR. C. C. FORDHAM is unusually interested in University athletics this year and is in Chapel Hill for every football game as he has two sons on the Carolina football squad. MR. C. C. FORDHAM, who is a senior in the School of Pharmacy, is playing a brilliant game at guard, while MR. J. B. FORDHAM a junior in the University, is one of the most reliable men in the backfield. Another pharmacist whom Chapel Hill druggists were delighted to see was MR. HENRY B. GILPIN, of Baltimore, who paid a flying visit to the University en route to his home after a fishing trip around Beaufort.

WHOLESALE DRUGGISTS MEET

The South Atlantic Wholesale Druggists club held its convention in Greensboro on November 10-11, with Mr. I. A. Solomon, the president of the organization, presiding. Mr. Frank Halliday, of New York, special representative of the National Wholesale Druggists Association, was among those present. In addition to the business sessions the delegates enjoyed a luncheon tendered by the Vick Chemical Co., and they were also guests of the Rotary club at its regular luncheon-meeting. The following members of the organization attended the convention: John E. Justice and P. A. Hayes, of Greensboro; D. W. Ramsaur, of Jacksonville, Fla.; F. W. Webb, of Valdosta, Ga.; I. Solomon, of

Savannah, Ga.; J. Livingston, of Columbia. S. C.; John Phinzy, of Augusta, Ga.; J. I. Riley, of Macon, Ga.; John D. Murphy and Walter Scott, of Charlotte; H. P. Watson, of Winston-Salem; Rivers Goodall and John Farrell, of Durham, and B. F. Page and J. D. Case, of Raleigh. In addition to these members approximately 135 associate members were present.

BLAZE DOES HEAVY DAMAGE

The storage building of S. B. Penick and Co., at Asheville, located near the passenger station, was destroyed by fire early on the morning of November 11. The damage is estimated to be around \$60,000. The building was of a wooden frame and the outside was covered with sheet metal. By the time the firemen reached the scene it was apparent the warehouse would not escape serious damage and the fire fighters turned their attention to the structures nearby. The loss to the company is especially heavy as the New Jersey plant was also destroyed by fire recently causing a loss of about \$300,000. It is understood that both plants were partially insured.

THE HEADQUARTERS BUILDING FUND

By J. G. BEARD, *State Chairman*

Although North Carolina has made a creditable showing in donating to the All-pharmacy Headquarters Building Fund, still our druggists have not given in proportion either to their ability to pay or to their obligations in a great cause. The second year of the campaign for money is now getting underway, the first having netted less than half the amount necessary to erect an appropriate home. We need in this State to give as much this year as we gave last and then we will have done our part. Out of the thousand registered pharmacists in North Carolina, less than ten per cent. have contributed anything at all. The other ninety per cent. could give five dollars apiece and carry us well "over the top," but it is to be doubted if more than a fraction can be persuaded to contribute, in consequence of which those who do donate

must pay more than their pro rata share in order to make the local campaign a success.

According to the latest figures available North Carolina, with pledges amounting to \$4,460, stands thirteenth in the list of States donating to the fund. The following list has just been issued by National Headquarters showing the North Carolina contributors to the fund:

C. P. Greyer, Morganton.....	\$ 100.00
Raeford Drug Co., Raeford.....	100.00
University of North Carolina, Chapel Hill.....	200.00
James P. Stowe, Charlotte.....	100.00
J. G. Ballew, Lenoir.....	50.00
W. A. Crabtree, Sanford.....	100.00
R. M. Willis, Southport.....	50.00
Jesse E. Turlington, Hendersonville	50.00
Sutton's Main Street Pharmacy, Durham	100.00
P. A. Lee, Dunn.....	100.00
Lyon Drug Co., Oxford.....	100.00
G. R. Little, Saluda.....	100.00
W. H. Justus, Hendersonville.....	100.00
B. C. Remedy Co., Durham.....	100.00
E. V. Howell, Chapel Hill.....	100.00
J. G. Beard, Chapel Hill.....	100.00
Kannapolis Drug Co., Kannapolis.	50.00
F. L. Smith Drug Co., Kannapolis.	50.00
Clyde S Goodrum, Davidson.....	50.00
English Drug Co., Monroe.....	50.00
P. B. Summey, Mt. Holly.....	50.00
Burwell & Dunn, Charlotte.....	100.00
Young-Cagle Drug Co., Charlotte..	100.00
Norman W. Lynch, Charlotte.....	100.00
Scott Drug Co., Charlotte.....	100.00
R. K. Blair, Charlotte.....	50.00
Charlotte Drug Co., Charlotte....	50.00
Sheppard Drug Co., Charlotte....	50.00
T. A. Walker, Charlotte.....	50.00
E. F. Rimmer Drug Co., Charlotte.	50.00
H. H. McKay, Gastonia.....	50.00
E. V. Zoeller, Tarboro.....	100.00
Polk C. Gray, Statesville.....	40.00
H. R. Horne & Sons, Fayetteville..	50.00
MacKethan & Co., Fayetteville...	50.00
Salisbury Druggists.....	48.00
I. W. Rose, Rocky Mount.....	100.00
Miscellaneous subscriptions of \$25 or less.....	1,672.00
Total	\$4,460.00

During the next few weeks, we can raise enough money to double the above amount if one hundred druggists in the State, amply able to donate and who have heretofore given nothing, will only see the desirability, the necessity almost, of having some central headquarters for all of the organized activities of American pharmacy, and will see too that such a consummation can only be brought about by the combined generosity of the people who will be benefited by the erection of the sort of building planned. This hundred men annually give away more to beneficent movements *outside* of their field than they will be asked to give to this project which is something inside of their own calling. Assuming for the sake of argument that this movement will not return to the hundred men a penny in profit nor reward them according to their gift, there is still left this cogent reason for giving to the cause in question: Every man who has made his living out of pharmacy owes something to pharmacy in a manner something like the debt of a child to its parent. The living may not have been on a grand scale, but pharmacy and no other institution provided it, and pharmacy is entitled to some return on what it furnished. But this movement *will* return rewards in that it is a plan to get pharmacy so correlated and unified that all of its forces can work in concert instead of disjointedly and thus obtain benefits possible only by harmonious teamwork. Thus whether we think of a donation to the home as a gift to the calling in which for better or worse we have thrown our lots, or as an investment in a project which gives promise of proving profitable, we have in either case a genuine reason for becoming participants. This being true, the men who are doing the wearisome work of making the campaign successful have a right to ask American pharmacists to establish by their donations an enduring monument to American pharmacy and at the same time make certain better things for the calling which yields each of them a livelihood and a competence.

UNIVERSITY BRANCH A. PH. A.

The twentieth meeting of the University of North Carolina Branch of the A. Ph. A., held in Person Hall on the evening of November 6, was called to order by the president, Mr. J. L. Thompson. The principal speaker was Dr. J. M. Bell, head of the Chemistry department of the University. He gave a most interesting and instructive lecture on the "Formation of Crystals." After this address, Mr. A. B. Kunkle, a senior in the School of Pharmacy, read a thesis written by Mr. A. C. Wallace, '24, entitled, "The Relations of Pharmacists and Physicians."

MARRIAGES

Hicks-Harrison

Mrs. T. R. Harrison announces the marriage of her daughter, Sara Florence, to Mr. Henry Thomas Hicks, at high noon on October 25, at the First Baptist Church, Asheville. Mr. Hicks is the son of Mr. and Mrs. Henry T. Hicks, of Raleigh. He graduated from the State University, 1921, with the degree of Ph. G., and is now head chemist of the Capudine Chemical Co., of which his father is president. Mr. and Mrs. Hicks are at home to their friends at 327 Hillsboro St., Raleigh.

DEATHS

Joseph Cuttell Roberts

It is with sincere regret that the JOURNAL announces the death on October 18 of Mr. Joseph Cuttell Roberts, for the past fifteen years Superintendent of Laboratories of Sharp and Dohme, Baltimore. Mr. Roberts was a graduate of the Philadelphia College of Pharmacy (1885), a member of the Zeta Phi Alpha Chapter of the P. C. of P.; the A. D. M. A.; the A. Ph. A.; and the Md. Phar. Assoc.

Frank Stacy Smith

THE CAROLINA JOURNAL OF PHARMACY for January is dedicated to Frank S. Smith, of Asheville. As a retailer he insisted upon high standards of service; as a board examiner he contributed an intelligent work that made his resignation hard to accept; as a wholesaler he has labored with an enthusiastic energy and efficient effort that have made his firm rank high in jobbing circles; as the son of a distinguished state druggist of earlier years he has upheld the traditions handed on to him; and as a private in the ranks of civic life he has won the respectful regard of his fellow citizens. Because of these facts and in anticipation of splendid service yet to be performed, the JOURNAL confers upon him its highest honor, a place in its modest Hall of Fame.

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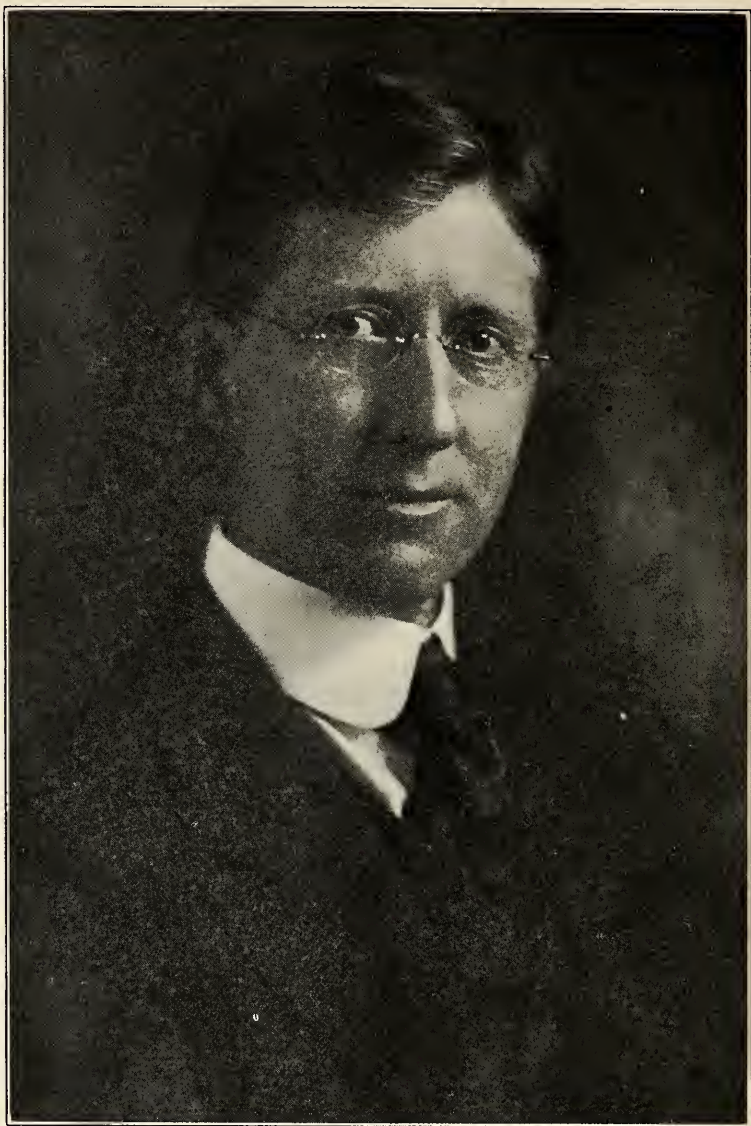
Frank Stacy Smith was born in Charlotte, N. C., on July 24, 1870. His father, Dr. Thomas Crook Smith, was until his death in 1913 a well-known wholesale and retail druggist of Asheville, who had played a prominent and official part in the formation of the North Carolina Pharmaceutical Association. His mother was Miss Ann Eliza Stacy.

Mr. Smith's educational career began in the public schools of Charlotte where he completed his preparatory training. He then entered Wofford College, at Spartanburg, S. C., and four years later was graduated with the degree of A.B. In seeking about for a life work, it was only natural that his association with his father's drug store as apprentice should prejudice him in favor of pharmacy. And so it did, because in 1892 we find him entering the Maryland College of Pharmacy where he remained for a year, the odd intervals of which he spent in clerking for N. Hyuson Jennings, of Baltimore. Wishing to see something of metropolitan life and appreciating the thoroughness of the courses offered at the New York College of Pharmacy, Mr. Smith in the fall of '93 registered in the school which is now a department of Columbia University, but which will always be remembered as the New York College of Pharmacy. Here too he saw clerkship between the hours of study, being employed by Horatio N. Fraser, a Manhattan druggist. In the spring of 1894 Mr. Smith was granted the degree of Ph.G., after which he returned to North Carolina, passed the state board, and took up the duties in Asheville which have continuously occupied him ever since. First, as pharmacist and then part owner of Smith's Drug Store, (retail), and afterwards as one of the proprietors of Dr. T. C. Smith and Co., a wholesale house, he has been actively engaged in the drug field for thirty-six years.

In 1894 Mr. Smith joined the North Carolina Pharmaceutical Association and in 1918 was elected by it as an examiner on the state board of pharmacy. This position he held for two years only because of the press of office work at home.

Mr. Smith was married in 1898 to Miss Beatrice Bretney, of Lebanon, Ky. They have the following children: Bretney, Stacy, and Alan. The family residence is at 150 Hillside St., Asheville.

Mr. Smith holds membership in the following organizations: Kappa Alpha Fraternity, Masonic Order (Shrine), and the Rotary Club. He is affiliated with the Methodist Church and votes the Democratic ticket.—J. G. B.



FRANK STACY SMITH, Ph.G., of Asheville
Prominent Wholesale Druggist of Western North Carolina

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

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Officers of the North Carolina Pharmaceutical Association for 1924-1925

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EDITORIAL

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Our Wish for You in 1925

Among the conventional tasks of every publication is the annual duty of wishing its readers every happiness for the New Year, and so we hasten to do the usual, correct and seasonal thing by printing a sentence to the effect that we hope for every member of the JOURNAL'S family of friends a pleasant and prosperous twelve months in 1925. As a matter of fact we are altogether honest and sincere in expressing such a hope, but we would be neither of these if we stopped short with a formal greeting of that sort since our real hope is that our readers' may so have played the game, so fought the fight, and so stood the test that when the coming year wearily surrenders its reign and slips silently into the finished pages of history they each may be able truthfully to say "I've done as I wanted to be done by." Only then can they have known true happiness; only then can they deserve prosperity, and only under such circumstances are we truly wishful that they shall have a Pleasant and Prosperous New Year.

The Golden Rule was formulated nearly two thousand years ago, but it embodies a principle that will remain inspiringly young as long as mankind is sufficiently Christ-like to strive towards its practice. Success in a material sense can be achieved without a thought of its application, but no result or victory or goal will hold a generous measure of satisfaction until and unless the finish finds the player with its motto in his heart. We are not religionists in the strict meaning of the term; we care little for cults and creeds; but we do pray humbly both for our readers and ourselves that in all of our human

relations we may be as considerate of our fellows as we wish them to be of us. Could this sublimity of conduct be vouchsafed us always, our careers would be triumphant however modest might be our worldly fortune. May we then depart from the conventional and run the risk of ridicule by expressing the hope that the Golden Rule may become for our readers in the New Year an inflexible principle of practice to be as consistently acted toward others as it will be selfishly expected by themselves. We could wish no greater blessing than this.

One Cent Sales

Are the Rexall "One Cent Sales" legitimate from the standpoint of mercantile ethics, or are they solely and simply a scheme to cut prices without arousing other dealers to price cutting practices? The answer to this question depends largely upon who is answering. If Rexall dealers or the Rexall manufacturers are approached in the matter, they contend earnestly that their "One Cent Sales" differ in so many important particulars from the regular policy of price cutting that it is unfair to compare the two. The Rexall sale is a periodic, semi-annual affair, while price cutting is a day-by-day matter; the former kind of sale confines itself to a particular line of goods instead of, like the latter, embracing every item of drug store merchandise; and finally the Rexall line is not a competitive line and hence, when a dealer gives to his customers two Rexall articles for the price of one plus a cent, he is not affecting the business of other dealers in the community because they are not permitted to handle the goods represented in the one cent sale. If, on the other hand, the competitors are asked for the answer, they will deny the accuracy of the Rexall claims, and set up the following contentions: If Rexall dealers enter into an agreement with the other druggists of the community to maintain standard prices, then

they violate the pledge when they conduct one cent sales, irrespective of what lines are cut in price, or how far apart the sales are spaced. In other words, the principle of price maintenance has been violated. They also say that the One Cent Sales are not confined altogether to non-competitive lines (as contended by the proponents of the plan) but often include goods of universal dealership.

The JOURNAL does not propose to "take sides" in the controversy because it stands with the Rexall dealers up to a certain point and after that believes with Rexall competitors that portions of the plan are unwise. The whole argument, so it seems to us, hinges upon the question: Is it right or wrong, good policy or bad, to cut drug store prices? To such a query no answer can be given that fits every case, for what would be right and good policy in one community with a certain set of conditions might easily be wrong and poor business in another place where a contrary situation prevails. As a general proposition we stand firmly upon the belief that standard prices should be secured for standard merchandise, and we heartily favor the enactment of the Kelly or Merritt Bills which would force such practice upon all retailers, but at the same time we recognize the existence of certain conditions which, until they are remedied, are more pressing than theories and ethics. We recognize, for example, that druggists in Greensboro, Winston-Salem, Charlotte and other large centers are confronted with a different type of competition than is met with in Chapel Hill, Rutherfordton, Bethel and similar sized small communities, and they must, in consequence, adopt methods best suited to the circumstances at hand, however different such methods may be from the right methods in smaller places. So long as department stores offer nationally known goods below the manufacturer's printed price, then just so long will druggists, competing for the same business, be compelled to make the same public offer. It follows, therefore, that in

cities where such competition prevails and prevails between groups of dealers who have no professional or ethical ties to bring or bind them to a given system, the retail druggists are left no choice about certain goods but must cut prices on them or else surrender the trade to the department stores. Even so, however, they can and should secure agreed-upon and profitable prices on the lines confined by custom or law to retail drug stores.

In smaller towns where there are no department stores nor any chain groups with huge buying powers, it is not only possible but wise for druggists to establish among themselves and maintain a system of prices which permits of a reasonable margin between costs and receipts in order that they may, with less intensity of effort, less invested capital, and less diversity of products, realize the competency which their training and position in the economic scheme warrant. This is not to say that these druggists shall abandon competition between themselves, but it is to say that prices ought not to be the basis of their battles. We hold it to be stupid merchandising and senseless sacrifice for druggists in small communities to do other than maintain full prices on everything but feature goods. We want to illustrate our position with an example. Three druggists do business in Medicinia, a fictitious town of four thousand people. Their names are A, B, and C. Up until June 1, 1924, they charged regular prices for their goods and made a reasonable annual profit on their business. On this date, however, A, thinking to secure an advantage over his competitors, began advertising cut rates on patent medicines and toilet goods carrying generally known prices. His campaign of publicity carried thinly veiled insinuations that charges higher than his own represented profiteering. For a short time his daily sales showed a gratifying increase and he congratulated himself upon his clever trade-getting methods, but before very long B and C, becoming tired of watching some of their best customers going into A's store

for purchases, decided to fight fire with fire, and accordingly announced reductions not only on the goods A had been featuring but on other things as well. Shortly afterwards all three drug stores in Medicinia were on an exact par with each other in so far as prices went and no one had the edge on the others. Cutting prices had given A a temporary advantage but it lasted only until (as always happens) his rivals matched his reductions, cut for cut, and then all three found themselves doing no more business than they did before and doing it with considerably less profit to themselves. Was all of this stupid or clever merchandising? How much more sensible and gainful it would have been for all three druggists after consultation to have maintained full prices and depended upon one or more of a dozen other competitive practices to secure business advantages over each other.

This sort of arrangement will work, of course, only when the parties concerned are all druggists, grocers, or all jewelers; in other words when all are the same kind of merchants. It fails to work when dissimilar groups are competing for the same trade, as when department stores and druggists and large grocery interests are catering to the public with identical items. All of which leads us to repeat that cut prices may be necessary in Greensboro, but are unnecessary in Chapel Hill.

Getting back again to the One Cent Sales, which we are really using as a text for this editorial, we believe them to be all right in towns where cut prices either prevail already or are justified by the nature of existing competition, but we consider them dangerous in towns like "Medicina," the drug stores of which ought not to be forced or given incentive to start unnecessary price wars in self-protection or retaliation. No Rexall dealer is forced by the company to put on the One Cent Sales; it is an optional matter with him. But the advertising value of the sale is so great and its seeming returns so many that only by a searching analysis can Rexall dealers see sufficient reasons to cause

them to forego the semi-annual sale privileges allowed them by the Rexall manufacturers. In cities, as pointed out, there are no such reasons, hence the sales are justified; in small towns, there are enough disadvantages to render the project at least of questionable value.

If anything we have said can be construed as a reflection upon the United Drug Co., its policies or its retail agents, then we have written unfortunately, because we certainly had no such idea in mind while writing the editorial. We are simply trying to deal with every live question that arises in the drug business in this State, and as One Cent Sales belong to the group of debatable subjects, we set forth our views in the matter without prejudice and we hope fairly and fully.

Reciprocity Again

When the Board of Examiners in Virginia met at Richmond on November 11 they passed a ruling to the effect that hereafter applicants for reciprocal license shall not only present evidence of having been residents of the State in which they are registered both before and after becoming licentiates, but they shall in addition furnish proof of graduation from a recognized school. In other words, the examiners ruled that seekers of Virginia licenses must hereafter be on a parity with one another: all must be graduates.

This step is so thoroughly in line with what was advocated in these pages last month that we hasten to congratulate Virginia on equalizing her requirements. We took the position that if applicants for license by examination have to be graduates, that it follows in fairness that applicants for license by reciprocity should be similarly equipped. In taking such a stand the JOURNAL has no thought of reflecting upon the qualifications of the men who have come to this State by the reciprocal route without having previously graduated from a school of pharmacy. Some of them whom we are privileged to know are excellent druggists by

any standard and they add to the strength of the profession in North Carolina. Our opposition is based on the principle that if we say to candidates for license by examination—home boys for the most part—that they must possess a certain set of qualifications, we should not discriminate against them by allowing men from other sections equal privileges with lesser qualifications. Having legally decided in North Carolina that public safety demands of incoming pharmacists a technical schooling of two years, we are left no just alternative about applying the law: it ought to bear with equal force upon all incomers. In exceptional instances such a procedure will debar the best sort of pharmacist from another state from getting license in this, but any rule that can be formulated will occasionally work a hardship on the exceptional person. We have to think in terms of the majority, however much we may hate to penalize any deserving person.

Virginia has once again blazed the trail and it looks like a clear path to us.

"How is Professor Howell?"

In almost every drug store we went into this past summer, and we went into just about every one in North Carolina, somebody in the place would greet us with the query "How is Professor Howell these days?" Upon receiving assurance that he was hale and hearty, the inquirers would usually pay some sort of genuine tribute to the man whom they held in affectionate remembrance from student days at the University. All over the State these one-time pupils of Howell have scattered, some to find great prosperity and some still seeking elusive fortune, but whatever their material state they are as one in wanting news of the man chiefly responsible for their license as pharmacists.

In almost any field that Dean Howell might have entered he would have succeeded because of his unusual intellect, likableness,

(Continued on page 137)

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

SOME REQUIREMENTS OF RETAIL DRUGGISTS DURING YEAR 1925

EVERY RETAIL DRUGGIST IS REQUIRED BY LAW

1. To file application together with fee of \$5.00 with the Secretary of the State Board of Pharmacy for a renewal of his license as a pharmacist on or before the date of its expiration, December 31, 1924. (State).
2. To keep his certificate of registration and his renewal license conspicuously displayed at all times in the place of business in which he practices his profession. (State).
3. To keep three separate prescription files, namely: (a) a regular file (State), (b) a narcotic file (State and Federal), and (c) a venereal file. (State).
4. To keep a Poison Register in which shall be kept a complete record of the sales of all "register poisons." (State).
5. To keep a record of the sales of all proprietary remedies, etc., advertised, recommended, sold for, or used in the treatment of venereal diseases, etc., and report same weekly to the State Board of Health. (State).
6. To keep an accurate record in a book kept for that purpose the sales of all "Exempt Preparations," such as Paregoric, Bateman's Drops, Godfrey's Cordial, etc. (Federal).
7. To keep such records of his business transactions, take such inventories, etc., as will enable him to arrive at his true income at the close of the taxable period. (State and Federal).
8. To file with the Commissioner of Revenue on or before March 15, his State Income Tax Return together with the amount of tax due. (State).
9. To file with the Collector of Internal Revenue on or before March 15, his Federal Income Tax Return together with the amount of tax due. (Federal).
10. To pay to the Commissioner of Revenue on or before June 1, a license tax of \$5.00 for the privilege of retailing cigarettes. (State).
11. To pay to the city or town in which he engages in business a license tax of \$10.00 for the privilege of retailing cigarettes. (City).
12. To pay to his city or town a retail merchant's tax of from \$10.00 to \$50.00, the amount being fixed by its governing body. (City).
13. To pay to the Commissioner of Revenue on or before June 1, a license tax of from \$5.00 to \$25.00, the amount to be paid depending upon the population of his city or town, for the privilege of operating his soda fountain. (State).
14. To re-register with the Collector of Internal Revenue on or before July 1, as a retail dealer in narcotics and preparations thereof (Class 3 and Class 5), and keep his certificate of registry posted in his store at all times. Application for such re-registration must be accompanied with registration fee of \$6.00 together with inventory. (Federal).
15. To make application to the Federal Prohibition Director for his non-beverage alcohol permit. This permit must be kept posted in a conspicuous place in the permittee's store. (Federal).
16. To make application for and obtain from the Federal Prohibition Director a Permit to Purchase each time he wishes to purchase non-beverage alcohol. (Federal).
17. To keep daily records of all alcohol used in a book kept for that purpose, and render a report on or before the 5th day of each month to the Director showing the transactions of the preceding month. (Federal).

Explanatory to Summary

The preparation of the foregoing schedule, setting out some of the things retail druggists are required to do at odd times during the year, was prompted by requests from readers* of the JOURNAL, who expressed themselves as having found the schedule, published in this Section a year ago, showing the things to be done during 1924, a ready reference and exceedingly useful to them. The writer suggests that the preceding page be torn out, and pasted on the prescription case, so that it may be referred to frequently, in order that the requirements may be fulfilled, within the time limit stated, and that all chances of overlooking them will thereby be avoided.

It will be remembered that supplementary to the schedule of last year—January Issue 1924—each item set out in the schedule was discussed separately for the purpose of placing before those interested detailed information in connection therewith. And, too, from time to time during the past year many of these requirements have been discussed in this section. In view of which it appears unnecessary to undertake a similar explanation at this time, as no doubt a large majority of those who read the JOURNAL are entirely familiar with the procedure to be followed in such cases, and need only the summary to use as a reference.

In passing it should be noted that during the past year at least three of the most troublesome requirements, two of which carried with them the payment of taxes, with which retail druggists had to deal have been dispensed with. They are: (1) Registering with the Collector of Internal Revenue as a manufacturer of fountain syrups and still drinks, (2) keeping records of all fountain syrups and still drinks manufactured, filing monthly returns, and paying the tax, and (3) collecting tax on sales of jewelry, keeping reports and filing monthly returns, together with tax collected. Encouraged by this we should work harder than ever before in trying to rid the drug trade of still others, equally as unnecessary and burdensome.

Regular Session of General Assembly

Although we have hardly had time to recover from the attacks of a Legislative Session (Special Session, August 7-23, 1924), we find ourselves confronted with the regular session of 1925, which will convene on the 7th of this month and hold forth for 60 days.

According to press reports but a small number of the members constituting the 1923 General Assembly are returning to Raleigh, which means of course that the personnel of both the House and Senate at the coming session will be materially changed. Just how far however this change in personnel of the law making body has brought about a change in attitude toward the profession of pharmacy and druggists generally remains to be seen.

Certainly the druggists of the State are exceedingly fortunate in having one of its own profession, Mr. E. P. Crawford, of Mocksville, as a member of the Legislature, he having been elected by a good majority at the recent election to represent his county (Davie) in the Lower Branch of the General Assembly. Mr. Crawford has been actively engaged in the drug business for several years, and all along has been active in the affairs of the Association. Being fully informed as to the needs of pharmacy and intensely interested in its welfare as well as being familiar with the needs of the people who have chosen him to serve them, his position as legislator will enable him to render a real service not only to his constituency but likewise to his profession. A service which may be rendered not by endeavoring to secure the passage of measures designed for the benefit of the druggist, but rather by correcting erroneous impressions existing in the minds of so many law-makers who know little or nothing about drug conditions, and in this way forestall the introduction of dangerous legislation.

Despite the fact that our pharmacy law is far from perfect and that legislation is needed to correct many imperfections existing therein, the Executive Committee of the Association in conjunction with the Legislative Committee at a meeting held in Raleigh

on October 30, decided that one measure only would be proposed for passage at the coming session of the General Assembly. Its object will be to set forth a workable definition of a drug store or pharmacy, with a provision perhaps requiring all drug stores and pharmacies to register with the State Board of Pharmacy. The existing law fails to tell us what a drug store is, and as yet the Courts of this State have not furnished us with a Judicial interpretation on the subject. This condition has greatly handicapped the Board of Pharmacy in enforcing the provisions of the pharmacy law relative to the operation of drug stores, as the mere use of this denomination does not necessarily make them such. There should be little or no opposition encountered in securing the passage of this measure in the opinion of many, for surely the public as well as the druggists are interested in knowing when they enter a store, denominated "Drug Store" or "Pharmacy" that they may expect professional service, and that a licensed pharmacist is there to compound and dispense dangerous drugs and medicines.

When the Legislature convenes the writer will proceed to Raleigh and will maintain headquarters for the Association during the entire Regular Session. He will be on the watch for any measure adverse to the interest of pharmacy, and in case such legislation is proposed all druggists will be notified and will also be advised what they should do to help defeat same. All communications relative to legislative matters during the session of the Legislature should be addressed to the writer at Raleigh, General Delivery. In the meantime every druggist should see his representative and make known to him that the only legislation to be asked for by the Association will be a measure affecting only the drug stores themselves, and one that will mean much to the public.

1925 Income Tax Return

Both the Federal Government and the State require every taxpayer to keep such daily records of all his business transactions as will enable him to arrive at the true amount of his income, and each requires

every such taxpayer to file his Income Tax Return on or before March 15. Forms upon which these returns must be made will be mailed to all taxpayers in due time. The State Income Tax Return is filed with the Commissioner of Revenue, Hon. R. A. Dough-ton, Raleigh; and the Federal Income Tax Return is filed with the Collector of Internal Revenue, Raleigh. These returns must in each case be accompanied with the amount of tax due. This office upon request of any druggist in the State will be glad to furnish detailed information concerning any provision of the tax laws.

"How is Professor Howell?"

(Continued from page 134)

and driving power, but in none could he have made so indelible an impress upon the minds of men as in the schoolroom where he fits so naturally. We have heard more brilliant lecturers than Howell, and some who put an oratorical emphasis into their discourses that he neither attempts nor desires, but never yet have we listened to a teacher who could so well as he reduce complicated facts to simplicities, rob a maze of theories of its puzzles, or invest hard-to-learn problems with unforgettable formulas. A colored janitor taking care of his class-room and laboratories once said of him: "Most professors *teaches* their students, but Dr. Howell, he *learns* 'em." And while he is "learning 'em," he is winning their everlasting regard and furnishing them from an inexhaustible supply with an occasional anecdote or story that not only relieves the tedium of serious study but happily enough illustrates cleverly the points he is seeking to make clear. What more could be asked of a teacher?

For the benefit of those former students whom we were not privileged to see this summer, and for the satisfaction of those who did hear but want later news, we are glad to answer the question, "How is Professor Howell these days?" with the statement that he is in the best of health, still going strong, looking like he did when they were in college, and able to tramp the whole of Orange county behind a good hunting dog.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

UNIVERSITY BRANCH A. PH. A.

The twenty-first meeting of the University of North Carolina Branch of the A. Ph. A. was held in Phillips Hall on the evening of Nov. 24. The Branch was very fortunate to have as speaker for this meeting Dr. E. F. KELLY, of Baltimore, Dean of the School of Pharmacy of the University of Maryland, and a native Tar Heel. In introducing the speaker Dean E. V. HOWELL welcomed Dr. Kelly back to North Carolina for his first visit in a number of years, and also paid high tribute to his contributions to pharmacy.

Dr. Kelly's subject was "Self-Determination for Pharmacists." He stated that pharmacy ought to make its status more definite to the public. He feared that there is an overlapping in some respects, particularly as regards the commercial phases, and this condition, he thought, might tend to bring about friction with other groups. Continuing further Dr. Kelly said that the greatest duty of pharmacists at present is to coöperate with the physicians and dentists and others toward the betterment of public health conditions. He expressed the belief that the confusion in the drug business in some states resulting from prohibition would be entirely cleared up in the course of a few years, just as the narcotic situation automatically cleared up some fifteen years ago. He said the pharmaceutical profession would find some way to ban the "mushroom" drug stores where their chief business is to dispense bootleg liquor.

In addition to the students and several members of the Faculty there were present a number of druggists from nearby towns.

BOARD OF PHARMACY MEETS

The North Carolina Board of Pharmacy met at Raleigh Nov. 24 and 25 and held

examinations for license to practice pharmacy both as pharmacist and assistant pharmacist. The following successfully passed the examinations: As pharmacists: A. M. GREENWOOD (col.), Greensboro; LEONIDAS JACKSON, Duke; J. E. JOHNSON, Jr., Wilmington; A. W. PALMER, Gulf; C. J. SISK, Bryson City; C. A. SWANEY, Randleman; I. W. WOOTEN (col.), Raleigh. As Assistant: COIT DILLING, Gastonia. MR. C. J. SISK, lead the class.

The next meeting of the Board will be held in Chapel Hill about the middle of June.

GREENSBORO TOPICS

R. A. McDUFFIE, Ph.G., *Reporter*

MR. E. C. SYKES has assumed charge of the prescription department of Liggett's store in Greensboro.

MR. A. G. POINDEXTER, for several years with the Thompson Drug Co. in Winston-Salem, but more recently with the Greensboro Drug Co., is now with Conyers and Fordham in the Gate City.

MESSRS. HOWARD GARDNER, A. J. KLUTZ, Z. V. CONYERS and C. N. HERNDON, Greensboro's four retired druggists (the only ones in the world known to the writer) are pursuing their favorite pastimes in fishing, playing golf, and trading in real estate.

On Nov. 10 MR. F. S. PETREA assumed charge of the Asheboro St. Pharmacy, of Greensboro. Mr. Petrea has been with the Davis Drug Co. for a number of years. It is understood that the building will be completely remodeled and other improvements made.

PIEDMONT TOPICS

M. J. LEIMKUHLER, *Reporter*

An exclusive prescription and sick room supply shop was opened about Dec. 15 on

the third floor of the Jefferson Standard Life Insurance Building in Greensboro. The name of the pharmacy is The Jefferson Apothecary, and is under the management of Mr. CLEMENT BYRD. He is assisted by Mr. R. J. BOAZ. In addition to filling prescriptions, which is the main purpose of the new establishment, a complete line of physicians' and hospital supplies are carried. It is stated only registered prescription druggists will be employed. Mr. Byrd has been living in Greensboro for several years, having been connected with the Porter-Lyon Drug Co. prior to the opening of the Apothecary. For a number of years he was employed in the chemical laboratories of the Scott Drug Co., of Charlotte.

Mr. J. P. MOORE, formerly manager of the Middlesex Drug Co., of Middlesex, has succeeded Mr. CLEMENT BYRD as prescriptionist for the Porter-Lyon Drug Co., of Greensboro.

Joiner's Drug Store is the name of a new store for High Point, located on the corner of Mangum Ave. and Russell St. Mr. A. E. JOINER, formerly with the Hart Drug Co. in the Furniture City, is the owner.

The Bowen Drug Co. is a new drug store to be opened in Washington about Jan. 15 by MESSRS. J. A. BOWEN and EDWIN BUCKMAN, both of Washington.

Mr. B. S. GOODE is spending some time at his home in Windsor recuperating from an operation which was performed at St. Vincent's Hospital, Norfolk, Va., a short time ago. Mr. Goode is prescriptionist for the Walker-Cherry Drug Co., of Ahsokie.

Mr. W. R. WHITE, of the Hunter Drug Co., of Warrenton, has returned to his home after spending some time in a Richmond, Va. hospital following an operation for appendicitis.

MR. and MRS. A. N. MARTIN, of Rosemary, announce the birth of a daughter.

GENERAL NEWS ITEMS

MR. H. E. WHITMIRE, who graduated from the State University in 1924 with the degrees of Ph.G. and Ph.C., and who is now chemist for the Vick Chemical Co., recently delivered an address at the North Carolina

College for Women, entitled, "North Carolina Drugs."

MR. P. H. THOMPSON, who has been with the Grantham Drug Store at Parkton, recently accepted a position with the Wiggins Drug Store at Wake Forest. This store, until purchased by Mr. W. W. WIGGINS a few weeks ago, was known as the Powers Drug Co.

The many friends of Mr. F. W. HANCOCK, of Oxford, are delighted to learn that he is rapidly recovering from a recent illness.

MR. R. M. WILLIS, of Southport, who has been with the drug store of Mr. R. E. L. COOK, of Tarboro, for the past two months, is now with the firm of Guthrie and Bell, Druggists, Beaufort.

Fire in a neighboring store recently did slight damage to the Murchison Drug Co. at Sanford. The back of the building caught and although the flames were quickly extinguished damage was done by the smoke and water.

Among the new members of the North Carolina Pharmaceutical Association are MESSRS. C. E. CLINE, of Smith's Drug Store, Asheville; and C. J. SISK, of the Sisk Drug Store, of Bryson City.

MR. S. B. HALL, formerly with the LaFayette Drug Co., of Fayetteville, is now with Vinson's Drug Store, of Goldsboro.

MR. LEONIDAS JACKSON, accepted a position with the E. R. Thomas Drug Co., of Duke, immediately after passing the State Board in November.

MR. J. L. COBB, who was a prescriptionist for some time for the O'Henry Drug Store of Greensboro, has forsaken the profession of pharmacy, and is now with Bernau, jewelers, in the Gate City. We wish Mr. Cobb every success in his new location, but hate to think that he is no longer actively engaged in the practice of pharmacy.

MR. J. C. KIRKPATRICK, who was a student in pharmacy at the State University 1919-20, is now with the Elder Drug Co., of Hopewell, Va.

MR. W. S. MARTIN, of Canton, has the State agency for the Rolls Royce cars. When druggists contemplate buying this kind of

automobile they should get in touch with Mr. Martin.

We have known for a long time that Mr. C. D. BRADHAM, of New Bern, was a born leader in public affairs, but we had no idea that Mrs. Bradham was equally as gifted. We understand that Mrs. Bradham is a candidate for the office of mayor in the Craven capitol and is being supported by a large group of influential citizens of the town.

We regret to learn the Howerton Pharmacy, Inc., of Greensboro, made an assignment to its creditors on Nov. 29. Mr. P. A. HAYES was named assignee. The liabilities and assets of the company were about the same. Mr. Hayes has announced that the store would be closed and offered for sale. The present site of the store has been leased to another company. The *Greensboro Daily News* stated that Mr. J. L. HOWERTON, president of the drug store, would discontinue the practice of pharmacy and would go into the real estate business at an early date.

The C. L. EUBANKS has just installed a new front and work board to his fountain. The equipment was bought from Robt. M. Green and Sons, Philadelphia.

Mr. F. T. MITCHELL has resigned his position with the Warsaw Drug Co., of Warsaw, and returned to his home in Fairmont.

Mr. J. B. POLK, a North Carolina druggist who has been at West Palm Beach, Fla., for some time, is now back in the State, having accepted a position with Eckerd's Cut Rate Medicine Co., of Asheville.

Mr. J. W. HARRELL, JR., of Beaufort, is prescriptionist for the Nashville Drug Co., of Nashville.

Mr. J. F. DAILEY has purchased the Northside Pharmacy, of Greensboro, and assumed active management of the store.

The Fairview Drug Co., of Winston-Salem, was recently damaged by fire.

The Fairchild Scholarship for 1924 was won by Mr. ISHUA I. SEIDMAN, of Newark, a student at the New Jersey College of Pharmacy.

Barnes Brothers Drug Co., of Maxton, has increased its capital stock from \$25,000 to \$35,000.

Mr. W. R. BARKER, formerly with Mashburn and Taylor, of Old Fort, is now with the Piedmont Drug Co., of East Spencer.

Mr. R. S. MORGAN has resigned his position with Alexander's Drug Store, of Waynesville, and is now traveling for the T. C. Smith Drug Co. with headquarters at Asheville. He succeeds Mr. RAY FOSTER who is now traveling for the United Drug Co. Mr. C. C. SHELL, of Lenoir, has succeeded Mr. Morgan at the Waynesville drug store.

Mr. J. J. SHAFHAUSEN is with the Baker Drug Co. at Winchester, Va.

Mr. J. W. STREETMAN is installing a new soda fountain in his drug store at Marion.

Mr. NORMAN MORROW has bought Mr. PAUL CALDWELL's interest in the Loray Drug Co., of Gastonia, and has assumed active management of the store. Mr. Morrow also owns the Morrow Drug Store in the same city. Mr. J. B. THREATT is prescriptionist for the latter store.

Among the certificates of incorporation recently issued by the Secretary of State is that of the Jackson Pharmacy, Inc., of Hendersonville, with authorized capital \$50,000 and \$10,000 subscribed by H. H. BAKER, P. E. GIBSON and IRENE M. BAKER, all of Hendersonville. Mr. J. E. TURLINGTON is prescriptionist for the firm.

The Palace Drug Store, of Goldsboro, has just completed the installation of a very attractive soda fountain which has been admired greatly by numerous visitors to the store.

Friends will be delighted to learn that Mr. PAUL CALDWELL, who has been in a Baltimore hospital for some time for treatment is rapidly regaining his health and strength.

The Rural Hall Drug Co., of Rural Hall, was recently incorporated with an authorized capital \$25,000, subscribed \$2,750. The incorporators are E. D. MILLAWAY, V. C. SUMMERS, and E. L. KISER, all of Rural Hall.

Mr. D. S. PIGOTT, of Gloucester, is with the Bradham Drug Co., of New Bern.

At the recent elections Mr. E. P. CRAWFORD was elected to the State General Assembly, and Mr. B. F. MACMILLAN won out as sheriff of his county.

Mr. W. S. MARTIN, popular druggist and citizen of Canton, is being pushed forward by his many friends for the appointment as one of the directors of the North Carolina railroad. The JOURNAL joins scores of friends in urging Governor-elect MacLean to select Mr. Martin for this office.

The Wilson Drug Co., of Hendersonville, has opened a branch store at Balfour. On the opening day free drinks, candy, soaps and toilet articles were given visitors. The store is in charge of Mr. T. V. WILSON, who graduated from the University last June with the degree of Ph.G.

BOARD OF PHARMACY OF VA.

The Board of Pharmacy of Virginia held examinations in Richmond on Nov. 11 and 12. Thirteen successfully stood the examinations for registered pharmacists and six for registered assistant pharmacists. Nine were registered by reciprocity, and two permits were granted to physicians to practice as pharmacists in rural communities.

SWEEPING CHANGE IN BOARD RULE

At the recent meeting of the North Carolina Board of Pharmacy the following examination rule was adopted:

"Applicants for license as registered pharmacist who can comply with the graduation requirement but who lack the required experience (4 years), or who are under legal age (21 years), or both, may be permitted to take the theoretical or written examination and if successful may take the practical examination later at a regular Board meeting after they can comply with the experience requirement or have become of legal age, or both. No certificate of said theoretical examination to be issued until the final practical examination is satisfactorily passed. The percentages of the written examinations to be reckoned with the practical and averaged for passing per cent. for license to practice pharmacy, and if satisfactory the certificate or license then to date and become effective.

SERIOUS FIRE IN ANGIER

A defective flue is blamed for a fire that destroyed four of the principal business houses in Angier with a loss of approximately \$150,000. The flames originated in some rugs hanging against a wall through which a chimney had been built. The Overby Drug store was partially burned and the destruction was completed when the three story wall of the next building collapsed and crushed in the store. It is said the loss is partially covered by insurance. The JOURNAL desires to extend sympathy to the proprietor, Mr. D. D. OVERBY, who not only suffered the loss of his practically new drug store, but also another building.

DRUGGISTS HOSTS TO CROWD

Hundreds of visitors attended the formal opening of the Hickory Drug Co. on the afternoon and evening of Nov. 22 at the handsome new building just completed on the corner of Union Square and Thirteenth St., Hickory. The store was beautifully decorated for the opening with ferns, palms and hosts of autumn blossoms. As souvenirs of the occasion the visitors were presented with carnations, sample boxes of candy, cigars and toilet requisites. The Hickory Drug Co. needs no introduction to JOURNAL readers for druggists of the State have known the firm since it was founded in 1915 by Mr. P. J. SUTTLEMYRE. The new home of the pharmacy is owned by Mr. Suttlemyre and is one of the most modern and up-to-date of the business houses on the square. The drug store presents a most attractive interior with tile floors, handsome woodwork of Circassian walnut, and marble top fixtures. The prescription department is in the rear of the building. The JOURNAL congratulates Mr. Suttlemyre on the growth of the firm and wishes for him many more years of increasing prosperity.

FRATERNITIES INITIATE

Early in the college year the Alpha Gamma Chapter of Phi Delta Chi initiated four men: M. A. HUGHES, of Edenton, a

member of the junior class in pharmacy; and G. W. DILL, JR., of Morehead City; D. R. DAVIS, of New Bern; and H. M. WINDERS, of Fremont, all of the senior class. On Dec. 8 the fraternity held its second initiation. At this time five men were initiated, all members of the junior class in pharmacy. The initiates were: M. H. ROBERTS, Morristown, Tenn.; K. V. FRANKLIN, Raleigh; W. M. MATTHEWS, Wilson; R. W. SHEPPARD, Chadbourne; and W. P. O'NEAL, Belhaven. The Alpha Gamma Chapter of Phi Delta Chi, which limits its membership to pharmacy students, was granted a charter on May 30, 1923, with twenty-four charter members. Since that time its membership has increased to forty-nine, there being eighteen active members in the chapter at this time.

The Beta Xi Chapter of the Kappa Psi fraternity initiated the following pharmacy students on Nov. 22: C. L. CRAWFORD, North Wilkesboro; E. M. MANN, Elizabeth City; A. A. GAMBLE, Waxhaw; D. T. ELMORE, Dover; and C. J. WARTMAN, South Hill, Va. The Kappa Psi fraternity was granted a charter at the University in 1915. Membership in the chapter includes not only students from the School of Pharmacy but from the School of Medicine also.

FRATERNITY DOES SPLENDID THING

The JOURNAL has just received the following most interesting announcement:

"The Phi Delta Chi Fraternity of the University of North Carolina offers a scholarship for the third year's tuition to the man making the highest average during his first two year's work while in the School of Pharmacy of the University. This scholarship goes into effect at the beginning of the school year 1925-26 and will continue indefinitely each year thereafter.

"The scholarship was created in the hope that it will not only be of help to the student directly, but that it will create an inspiration for other such scholarships to be created in this State in the interest of the promotion of pharmacy."

The editor cannot pass by this interesting announcement of the fraternity without commending the young men for the stand they have taken for high scholarship in their school of pharmacy, and likewise appreciation must be expressed for the material help they are furnishing in promoting such excellent standards.

MARRIAGES

Mr. Jackson, of Biltmore, and Miss Virginia Kinealay, of St. Louis, Mo., announce their marriage on Nov. 5. Mr. and Mrs. Jackson are at home to their friends in Biltmore, where the former is connected with the Biltmore Drug Store.

Mr. J. C. Foster and Mrs. Sanford, of Albany, Ga., announce their marriage on Nov. 6. Mr. and Mrs. Foster are at home in Asheville where the former is connected with the Blanton-Blauvelt Drug Co.

Mr. and Mrs. William McDonald Davis announce the marriage of their daughter, Mary Lee to Mr. James Thomas Hough, on Nov. 12 at Charlotte. Mr. and Mrs. Hough are at home 2210 East Fifth St., Charlotte. Mr. Hough is prescriptionist for the Independence Drug Store in the Queen City.

DEATHS

Mr. E. B. MENZIES, formerly of Hickory but for the past several months a Federal narcotic inspector with headquarters at Parkersburg, W. Va., died suddenly on the morning of Nov. 14 in his room at a hotel in Charlestown, W. Va., where he had gone to investigate several narcotic cases. Mr. Menzies was born in Old Fort, but moved to Hickory in 1885. After finishing at the Hickory public schools he attended Davidson College. Later he took a course in pharmacy in Raleigh under the late Mr. WM. SIMPSON and for fifteen years thereafter he was in the retail drug business in Hickory. For the past eight years he has been with the government as narcotic inspector. He was forty-eight years of age at the time of his death.

Norman Walker Lynch

We are dedicating this, the February issue of the *CAROLINA JOURNAL OF PHARMACY*, to Norman W. Lynch, of Charlotte, not so much because of his skill as a pharmacist, though his ability, training and experience have made him skillful; nor because of his success as a druggist, however well he has established himself as a proprietor; nor because of his influence and position in the Association, though granting his deserved eminence in that body; and not because he gives promise of becoming a lasting figure in North Carolina pharmacy, though believing this will follow as a natural course. These are incidental reasons which, though important, are secondary to our main motive, for we are paying tribute here to a personality rather than to a pharmacist. For twenty years and more we have known this man—worked, slept, and played beside him; watched him win victories modestly and accept failures with a grin. We have seen into the heart of him and found its sympathy, into the mind and enjoyed its cleanness, into the soul and found its simple faith. Woman-like in tenderness when trouble sears a friend, child-like in charity when fashion calls for blame, man-like in courage when duty claims his help, he leads his life simply, jollily, and humanly; failing at times, winning at times, but in all weathers the sort of chap you are proud to call friend. To him, in remembrance of Auld Lang Syne, we extend this token of our regard.

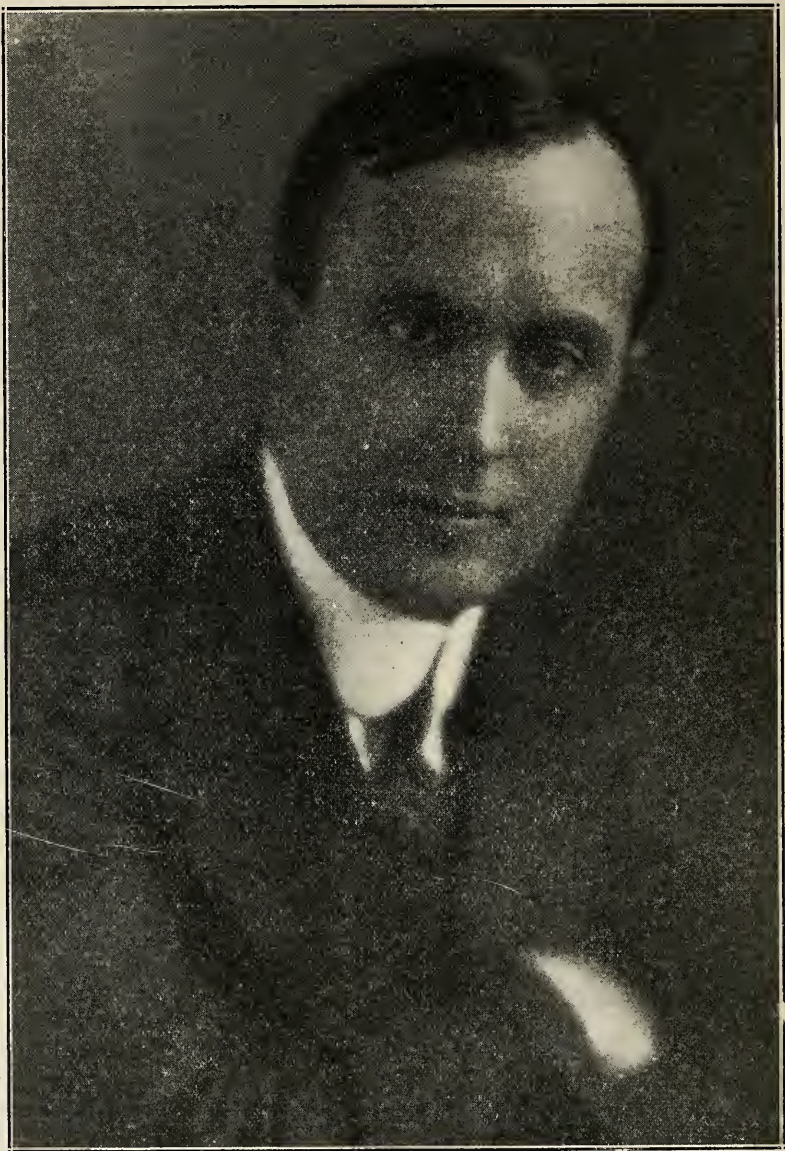
* * * * *

The subject of this sketch, Norman Walker Lynch, was born at Rutherfordton, North Carolina, on August 15, 1883. His father was Dr. William Laxton Lynch; his mother, before her marriage, was Miss Louisa Ellen Walker. Mr. Lynch received his early education in the public and private schools of Rutherfordton, then was registered in the Rutherfordton Military Institute. His connection with pharmacy started in 1900 when he apprenticed himself to D. A. Garrison and Co., druggists of Bessemer City. Here he remained until the fall of 1903, when he entered the School of Pharmacy at the University of North Carolina for a course of training. The following March (1904), he applied for and received his license as a registered pharmacist in North Carolina. Upon leaving the University, Mr. Lynch was employed successively by Mr. J. M. Hall, druggist, of Wilmington, by Dr. J. F. Shaffner, of Salem, by the Mission Pharmacy, of Wilmington, Ahrens Brothers (Wholesale), of the same city, and by Woodall and Sheppard, of Charlotte. Upon leaving the latter firm, after five years service, Mr. Lynch launched into business for himself in Charlotte, opening a drug store under the name of Lynch Drug Co. In the summer of 1922 he added a second store to his ownership, known as Lynch's Pharmacy, Inc., and located near the square on N. Tryon St., Charlotte. Both stores are still conducted by him as president and treasurer of the firm.

Mr. Lynch first joined the North Carolina Pharmaceutical Association in 1910, and has been an enthusiastic and loyal member, particularly during the past few years. He was from 1921 to 1924 chairman of the Association's Executive Committee and is now second vice-president of the organization. He is also a member of the American Pharmaceutical Association, the National Association of Retail Druggists, and of the Charlotte Association of Retail Druggists, being president of the latter.

There doubtless belongs to Mr. Lynch the distinction of being affiliated with more organizations than any druggist in the State, since, in addition to the memberships mentioned in the foregoing paragraph, he belongs to the following bodies: Charlotte Kiwanis Club (charter member and former director), Goodfellows Club, Men's Christian Club (director), Charlotte Associated Charities (director), Charlotte Cotillion Club, Southern Manufacturer's Club, Charlotte Country Club, American Legion, and the order of Masons, in all of which he plays an active part. He is also a member of the Advisory Board of the First Baptist Church in Charlotte. His political affiliation is with the Democratic party. Throughout the late war he was a First Class Sergeant attached to Base Hospital No. 6 in France.

Mr. Lynch is unmarried, and has his bachelor residence in the Hotel Charlotte.—J. G. B.



NORMAN WALKER LYNCH, of Charlotte
Second Vice-President of the North Carolina Pharmaceutical Association

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Officers of the North Carolina Pharmaceutical Association for 1924-1925

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Second Vice-President	N. W. LYNCH, Charlotte
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EDITORIAL

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Legislative Matters

As the JOURNAL goes to press with this issue there is convening in Raleigh the 1925 session of the General Assembly. Just what the solons gathered there will do to pharmacy in this State is something for developments to show, but this much seems certain: they will hardly be as antagonistic to the drug business as their immediate predecessors were. Attorney Bowman has for the time being taken up his residence in Raleigh and there he will have frequent counsel with other officials of the North Carolina Pharmaceutical Association and with practicing druggists so that organized pharmacy will have its interests well cared for. There may be legislation enacted this session which will be detrimental to state druggists, and there may fail of passage certain bills which as laws would benefit the drug business, but whatever the results, it may safely be taken for granted that the men in charge of the Association's legislative affairs will contribute the most earnest and faithful work of which they are capable.

In our next issue we will set forth all the facts pertaining to the meeting of the General Assembly which have any bearing on the drug business in North Carolina. In the meantime we want to plead with our readers to lend every assistance they can to the men who are now in Raleigh trying conscientiously to protect pharmacy's interests from the dangers of ill-advised legislation. If they call upon you for help, please respond immediately and to the limit of your powers.

Next Association Meeting

The North Carolina Pharmaceutical Association meets on June 23 to 25 in the most beautiful spot in eastern North America—Blowing Rock. Anybody who has been there will agree with our statement; those who have not will do well to go there and prove the fact for themselves. Not only is the place ideal from the standpoint of temperature and scenery, but it has the added charm of a hotel which is the equal of any in the country. Mayview Manor, where all of the meetings will be held, is to be compared with Grove Park Inn insofar as location, equipment and service go, and with much lesser hotels where prices are concerned. We cannot think of a nicer way to spend a vacation than to go to the Manor for a week and enjoy the delights that Blowing Rock so uniquely provides. The practical equivalent of a paved road leads from Lenoir to the hotel's door, and hard surfaced highways run from Lenoir to every part of the State. It seems early to be talking of June-time activities when the calendar reads February, but the JOURNAL wants its readers to have plenty of advance notice of the treat that is in store for North Carolina pharmacists five months hence.

Association Dues

Have you paid your annual dues as a member of the North Carolina Pharmaceutical Association? If not, may we, on behalf of the treasurer, remind you that never before has the organization carried so heavy a financial responsibility as it is shouldering this year, and never before has it so urgently needed the revenue derived from dues. Every item of expense connected with the work organized pharmacy is doing in this State (outside of its Board of Pharmacy) now falls upon the Association treasury, since druggists no longer are asked to make voluntary contributions to pay legislative expenses and the salary of the all-time attorney. Unless the members pay their dues, the Association cannot carry on the work it set out to do, since, as said above, dues constitute its only source of income. If you, gentle reader, belong to the group

of affiliates who have postponed paying their membership fees, may we suggest that to delay longer will seriously cripple the work the Association is now doing in your behalf?

Turnover

Only a few years ago, fifteen at the most, one seldom heard the word "turnover" used in connection with the retail drug business. Then, almost suddenly, everybody began discussing it, and for a time it was spoken of as a pre-eminent requisite for mercantile success. Other considerations were dwarfed; everything hinged upon the magical word, and a store was thought to profit in proportion to the number of times a year its stock turned over. Gradually, however, druggists began to realize that while it is vitally necessary to keep goods turning, it is **more** important to see that whatever sales are made are so made as to yield a satisfactory annual profit irrespective of how many times a year the stock turns over. A manager might sell out on a given item ten times a year and still not secure as great a net profit as he might secure on something else turned over but twice or three times. It is not so much the *number* of turns that counts but the *net profit* on each sale that matters. Druggists, therefore, are now laying less and less stress on turnover as such, and are putting more and more emphasis on *all* of the factors which lead to satisfactory annual profits.

One important reason for the lessened value now placed upon turnover is a recognition of the fact that as turnover increases, overhead expenses go up and help to cut down net, so that unless each turn carries with it a reasonable profit there is no real gain resulting from a multiplication of sales. If the cost of doing business equals twenty-seven per cent. of sales (and it does in the average drug store), then it follows that not until the cost of the goods plus this overhead cost are reached can net profits begin. If each sale, everything computed, carries a net profit, then profits will be in proportion to turnover, but until this is true, a druggist is following a false light when hitching his wagon to the turnover

star. He might (conceivably) turn an item over scores of times a year, but unless he recognizes that *each* sale costs him twenty-seven per cent. of what the item sells for, and until his mark-up cover this expenses in addition to the cost of the goods, there positively can be no profit. When a salesman offers a line the sales price of which is but fifteen per cent. more than the cost price, he may advance the persuasive reasoning that the line in question will turn so often that in a year's time the sum total of profits will be attractive. No argument could be more specious; any such claim is an absurdity, because in this case the oftener the goods are sold, the greater will be the seller's *loss*. Since no drug store we know anything about has a sales overhead as little as fifteen per cent, it follows that a store is not even swapping dollars but is losing them when it sells goods the mark-up on which is only fifteen above cost. Harry B. Mason quotes an amusing story that fits here. An old woman was selling apples so cheaply that one of her customers, a good business man, said to her: "How can you make a living selling these apples which cost you as much as you get for them?" She answered: "Because I sell so many apples."

The reader is not to suppose from what is said above that an attempt is being made to disprove the value or minimize the advantage of rapid stock turnover. No one with a faint knowledge of merchandising would advance so silly an argument. What is meant and all that is meant is that a druggist who assumes profits from a rapid selling line just because each supply sells out quickly may be unconsciously acting as somebody's unpaid distributor. It is one thing to handle an article on which there is no profit in order to attract customers into the store—this is one form of advertising, but it should be plainly recognized as an advertisement and not considered a profit producer.

Matrimonially Speaking

We used to laugh when our good friend, Tom Landquist, of Winston-Salem, would make his oft-repeated claim that it is a three to two bet that the children of druggists will be girls, but the longer we observe results the more inclined we are to believe that Tom's odds are not a bit too great. If you, too, are skeptical at first, suppose you run over in your mind the children of the druggists you know and see if girls do not predominate about as three is to two. If the ratio is approximately the one mentioned, we should be greatly interested to learn from our readers why the facts are thus. We are also curious to know from them whether or not the predisposition to femininity is a cause of congratulation or commiseration. And while we are on unprofessional topics, we are constrained to remark that the percentage of married folks in pharmacy is greater than it is in any other occupation on earth. If you doubt this, try searching about for an unmated pharmacist and then you will begin to realize what rare birds they are and you will admit that their number is too trivial to have any effect on the statement that pharmacy is one hundred per cent. married. Of course, you will find such classical exceptions as Vernon Howell, E. V. Zoeller and Norman Lynch, but theirs is a failure in accomplishment and not in purpose, so that for all practical purposes they may be counted as having been bitten by the same bug but with less results. Folks contend endlessly about the advantages and disadvantages of pharmacy as a profession, and we want to inject into the argument this statement: Every man and particularly every woman who goes into the drug field sooner or later, usually sooner, gets married. This fact may be cited as an inducement or objection to pharmacy as a calling, depending upon who is talking. Personally we believe it to be one of the greatest attractions the field has to offer prospective entrants. (Does your wife read the JOURNAL too?)

An Anonymous Editorial

(There is printed below as an editorial an article which was sent to the JOURNAL a few days ago by some friend who failed to add any word which would disclose his name or location. For two reasons we wish we knew the author's name: first, that we might thank him for his contribution, and second, that we might try to secure more words from his pen. However, we take this means of expressing our appreciation and we venture the hope that our readers will hear more from our unknown friend.—Ed.)

If you have a chip on your shoulder, ask somebody to knock it off before you start to work in a drug store, or, if you are already in that business and have a chip on your shoulder, get it off and thereby save yourself many unpleasant situations, and possibly enable you to hold a position that otherwise you would not be capable of holding. There are many men now in well paying positions, not because of any peculiar or outstanding ability, but rather because they are able to keep the well known chip off their shoulders. To be sure, in the drug business, as in any other, situations constantly arise that would try the patience of Job himself, but with a cool head and ordinary intelligence they can be handled with ease. It is, indeed, a very rare occurrence that you have to deal with a man who has for some valid or imagined reason for becoming incensed, cannot be appeased in a manner both dignified and conciliatory. Every human being makes mistakes and the other fellow is just as willing to accept a reasonable explanation from you as he is anxious to explain any little discrepancy that creeps into his own life.

A careful study of your own habits and idiosyncrasies will convince you that there is much room for improvement. It makes no difference whether you are the "boss" or the clerk. Don't go around asking what is wrong with the other fellow all the time; turn the searchlight on yourself for a few minutes and see if you can't find just a little that's wrong with you. Put yourself in the other fellow's shoes for about five minutes and see if you are giving him his deserts. If you are the boss, just try showing your clerks that you are not the bugaboo that all employers are supposed to be. Mingle with your clerks; let them in on your

plans; give them a slant on your hopes for the immediate future; show them the consideration that you had or wished for many times when you were a clerk. Pay them for what they do—don't choke your pay roll just because such-and-such a job only pays so much. The smallest paying department in your store may, by that very rule, be made the best paying one. It has been done.

If you are the clerk, quit putting your own valuation on your services, leave that to the boss because he holds the purse. Just ask yourself if you are matching his money with your services? Are you giving unselfish service? Are you as anxious to please the store's customers as you would be if they were your very own? Do you do things while the boss is away that you wouldn't dare do if he were there? In other words, how much of your time is spent merely doing the things that will get you by and enable you to hang onto your job? How about opening up that energy which you are holding back and show your employer a few things that he didn't know were in you? Go to him with your troubles. It's to his benefit to keep your mind free from worry. If you are given a task, go to it like your position depended on that one task, and stick to it until you are sure that the boss will be satisfied. Get the co-operative spirit into your head. You are probably not the only clerk in the store and much of the success of the store depends on everybody pulling together. Don't criticize the boss for his way of running the store. It is his store and he is going to come mighty near running it as he pleases. If you find yourself in the irreconcilable class, just ease yourself out before you are eased out.

A Druggist in the Legislature

The JOURNAL is pleased to note that Mr. Edgar Poe Crawford, a druggist of Mocksville, is representing his district in the lower house of the Legislature, and the guess is ventured here that there will be plenty of effective opposition coming from him when and if his colleagues attempt anything detrimental to the drug business. We were

in college with Crawford and have had the pleasure of a twenty-year acquaintanceship with him. He is not a great talker, in fact, has little to say, but when the time comes to

fight for a just cause, you may bank upon him to do some good fighting. Have you ever noticed the squareness of his jaw, the steely friendliness of his eye?

SELECTED PAPERS

The Financial and Accounting Side of the Drug Store*

By E. F. RIMMER, of Charlotte

We are hearing more and more each day of accounting. Not so very many years ago the meaning of the letters C. P. A. tacked to the end of a man's name would have been unknown to the majority of people. Modern business, however, has made accountancy, or rather accountancy has made modern business. Let us then first find out just exactly what is meant by accounting. One of the foremost accountants of the present day, Mr. W. R. Bassett, gives this definition. "Accounting is the assembling of the record of a business in such form that comparisons may be made and errors or wastes detected." It differs from bookkeeping in that it is the record of a business, while bookkeeping is a record of the transactions of a business.

Now you can see accountancy will not promote business, not at all. It is simply a record of the business that has been done and a gauge as to the progress made. Any business that knows its strength or weakness is more profitable than one that guesses.

One of the greatest benefits to be derived from a proper accounting system will be the increase in "turnover." However, "rate of turnover" is generally confined to a comparison of gross sales to the value of inventory, and does not take into consideration the relation that the gross sales bear to the capital invested. The "rate of turnover" varies in the different lines of merchandise, but a good average for drug

stores seems to be about 4.5 times per year.

A druggist, as well as any other business man, should know that when he starts a business he divides his capital into two classes; that is fixed capital and working capital. Fixed capital means the amount invested in fixtures, soda fountain and things of that type, while working capital is the merchandise inventory and cash deposited for the credit of the business. Consequently, the one great problem that confronts the druggist is to keep that fixed capital just as small as practicable and to keep the working capital in just as "fluid" a state as practicable. Too many business houses fail because their capital becomes "frozen," and the turnovers grow slower. For that reason it always pays to be liberal in the matter of allowing for depreciation in fixture accounts, in order that financial statements enlighten rather than deceive.

Another advantage of intelligent accounting will be that it will show when it pays to borrow. If your business is in a section that has heavy seasonal business and requires larger stocks at that time it is much more profitable to borrow during these months of expansion than to keep this capital in service all the twelve months for the service it does during these few months.

So far nothing has been said of a "system". Many of you doubtless wonder if I know what I am talking about and if I have the model system. I admit that I do not know enough about the accounting side of the drug store to write a treatise on it, but I do want to write enough to make every man wonder a little and then go out and hunt up some plan that will help him know his own business. When he does find some

* Presented at the Forty-Third Annual Meeting of the N. C. P. A.

plan that will tell him the things about his business that he needs to know, let us hope that this probing into the carcass of his business will be a matter of vivisection and not of dissection.

One good plan used for keeping the records of a business requires the use of four books: (1) a loose leaf ledger for the accounts receivable or charge accounts, (2) a columnar book ruled with seven columns headed as follows (a) cash, (b) paid out, (c) total cash received (gained by addition of (a) and (b), (d) received on account, (e) total cash sales (gained by subtraction of (c) from (d), (f) charge sales, (g) total sales (gained by the addition of (e) and (f). This can be totalled either weekly or monthly, but for comparison would be more useful monthly. These headings should be posted month by month to get the yearly total. The third book is the "accounts payable" ledger with ledger sheets for the proper posting of invoices received and the corresponding payment. In this book can be kept all the accounts that are necessary, stock, fixtures, etc. (files may be used instead of this book). The fourth and most important is the cash book. I use a columnar book and head my columns as follows: Date to whom paid, Merchandise, subdivided into cash paid and discount received, Freight and Drayage, Advertising, Wages, Delivery Expenses, Janitor, Heat, Light and Fuel, Telephone and Telegrams, Postage, Stationery, Rent, Furniture and Fixtures, Laundry, Savings, Incidentals, Taxes and Interest Paid. Note these last two are placed in this position as they are deducted separately from general expense in the preparation of income tax statement. These four books comprise my efforts, and while they do not tell me all that I would like to know, still I must know all that they do tell me. This system may seem elaborate, and it may be. If it could show the same number of facts with half the outlay of labor its worth would increase in converse ratio.

To sum it all in a few words: The thing that the druggists as well as all business men should know at all times are the amounts they owe, how much they have owing to

them, and approximate inventory, as well as some record of how they have spent their money. With these facts at their disposal any point that arises can be given individual attention and properly as well as profitably attended to.

Advertising a Pharmacy*

By HENRY T. HICKS, of Raleigh

The young pharmacist just beginning business must consider very carefully the proposition of advertising, especially if he has a small store and limited stock and capital. Let us consider what we mean by advertising. Is it to inform prospective customers where they can obtain something they require, or is it to create desire for something they should have but which they do not yet feel the need of? We will consider only the first proposition here and assume that the pharmacist is trying to inform the public that he can supply what they require and do it more satisfactorily than others.

There are many methods of advertising—newspaper, mail lists, distributing booklets and circulars, house-to-house sampling, personal appeals, etc. Advertisers generally agree that if an article is capable of demonstrating its value by one or two trials and such sample is not too expensive, it is one of the best methods of advertising. How does this apply to the pharmacist? What can he sample with to advertise his business?

The answer is *Service*. He can and does supply a sample of his business every time he compounds a prescription or fills a telephone order, etc. And the attractive feature of this sampling campaign is that *he gets pay for the sample*, and thereby has advantage over the large manufacturer who must supply samples free and pay for giving them away. If you compound a prescription perfectly and put it out in as neat form as is possible and deliver it without unnecessary delay, you supply a sample of your professional and business ability which is sure to have good effect on your business eventually if not immediately.

* Presented at the Forty-Third Annual Meeting of the N. C. P. A.

See that every transaction is handled in the best manner possible whether it is a delicate prescription or a solution of epsom salts, quinine capsules or sick room supplies, patent medicine or perfumes or what not—see to it that correct service is *Sold* with the goods.

Remember that you are supplying a sample of your business with each transaction whether so intended or not. Therefore, let it be a good sample, not a poor one. Bear in mind that *I have not advised giving away service—don't do it*, if you can possibly avoid doing so.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

The General Assembly in Regular Session

Just one week ago the General Assembly of North Carolina assembled in the Capital City for its biennial sixty day session. While more than one hundred bills have been thrown in the "hopper," a major part of the time has been spent in organization, and hence the play will not start in reality until after the incoming State Officials have been inaugurated on Wednesday, and the climax, of course, will not be reached until the closing days of the session. It follows therefore, that the writer cannot at this time make a reasonable prediction as to what legislation will be proposed affecting the drug business or the practice of pharmacy. All he can do at this time (January 13) is to call attention to some observations made during the few days here since the curtain was raised, gathered from rumors afloat and from talking with various members of the law-making body; and take this opportunity of furnishing the names of the members of the Finance and Health Committees in both the Senate and House, which may be needed for future reference, since the measures which are likely to come up in which druggists are interested will be referred to these Committees.

In the first place, only one bill or measure, as has been stated before in the JOURNAL, will be proposed by the Association. Its purpose is to define a drug store, or rather to prohibit the use of the title drug store and other similar titles by unauthor-

ized persons, with a provision most likely requiring all drug stores to register with the Board of Pharmacy. The exact form of the measure as it is to be presented to the Legislature for passage has not yet been determined. However, a meeting of the Legislative Committee has been called for next week and this matter will be worked out and the bill introduced soon thereafter, before this issue of the JOURNAL reaches you in all probability. With this measure only coming from the Association, and it affecting those engaged in the retail drug business and no one else and at the same time guaranteeing to the public professional services wherever the drug store sign is used, it appears that the Legislature will look upon the proposal with favor and that no serious opposition will be encountered in securing its passage. At any rate several of the members have expressed themselves as favoring such a measure as the Association contemplates.

As all readers of the newspapers have observed, the most discussed proposition perhaps is the method which must be devised to bring into the treasury of the State additional revenue. Certainly the State must have much more revenue than has been coming in under the present revenue laws, and naturally it is up to this Legislature to find new sources of revenue and provide for the ever growing demand upon the State treasury. This means, of course, that it must levy either a higher tax on the things now taxed or find new things to tax, or do both. To bring in the additional revenue which

must be forthcoming from some source, the sales tax has been advocated. It will be remembered that such a tax has been imposed and is now collected in South Carolina and in a few other states, and applies to such articles as soft drinks, cigarettes and tobacco, etc. While there now exists some agitation for this tax for North Carolina, it does not appear likely that it will be incorporated in the 1925 revenue law. Rather, those who are working out this matter seem inclined to look more favorably toward an increase in the income tax rates and in the increasing of franchise taxes. But at best the situation as regards taxation is merely speculative and only time will tell what class is to be the hardest hit.

The old Itinerant Vendors law, imposing a tax upon and regulating peddlers, is receiving attention early in the game. One representative at least, who is a member of the Finance Committee, in a purported interview with one of the leading dailies of the State has stated that the peddler's license tax will be reduced and that the peddler will be re-defined. He is quoted as saying that "It involves an exorbitant tax and cannot be paid by many. The state would get more revenue if a reasonable sum was demanded and I am sure that the work of the General Assembly in the next 60 days will include a revision of that law. I am going to work to that end." Of course, Representative King of Guilford, has a perfect right to take the position he does on this matter, but in the opinion of many, he will find that bringing about radical changes in this particular provision of the revenue law will be a harder job than he anticipated. Hereinafter set out in synopsis is section 45 of the Revenue and Machinery Acts of 1923, relative to the tax on peddlers. Examine it and see whether you think the taxes imposed are too much or too little.

House Bill 42, introduced by Representative E. J. Woodley of Moore County, provides that "The governing body or any city or town may license or regulate the foregoing in such manner as said governing body may deem advisable." This proviso is offered to take the place of the fol-

lowing: "That the governing body of any town or city having a population of five thousand or more may license or regulate the foregoing in such manner as said governing body may deem advisable", found in section 45 referred to, and shown in italics below. If Representative Woodley's amendment is incorporated in the new revenue act, it means that all cities and towns regardless of population may regulate peddling therein.

Revenue and Machinery Act, 1923.

Peddlers

Any person who shall carry from place to place any goods, wares, or merchandise and offer to sell or barter the same, or actually sells or barter the same, shall be deemed to be a peddler and shall pay a license tax as follows: Each peddler on foot, \$25 for each county; each peddler provided with horse, with or without vehicle, or with a vehicle propelled by any other power, \$75 for each county; each and every peddler of medicine, flavoring extracts, spices and toilet articles, whether on foot, horse back, or in a vehicle, but having no free or paid attractions and no attractions upon the streets nor in a tent nor any other place for the purpose of receiving trade, \$100 for each county; each and every peddler of medicine or drugs, whether on foot or riding, and having any free or paid attractions upon the street or in a tent or in any other place for the purpose of receiving trade, \$50 in all counties with a population of less than thirty thousand and \$100 in all counties having a population of thirty thousand or more. Every itinerant salesman who shall expose for sale, either on the street or in a house rented temporarily for that purpose, goods, wares, or merchandise, shall pay a tax of \$100 in each county in which he shall carry on such business, whether as principal or as agent for any other person. Every person mentioned in this section shall apply in advance for a license to the Commissioner of Revenue for each county in which he purposes to peddle or sell, and he shall issue the license upon the payment of the tax, which shall expire at the end of twelve months from its date. This section shall

not apply to those who sell or offer for sale books, periodicals, printed music, ice, fuel, fish, vegetables, fruits, or any article of the farm, or dairy or articles of their own individual manufacture, except medicine or drugs: *Provided, that the governing body of any town or city having a population of five thousand or more may license and regulate the foregoing in such manner as said governing body may deem advisable.* The board of county commissioners shall exempt Confederate soldiers, and veterans of the Spanish-American War, and notify the Commissioner of Revenue of such exemptions, and such license shall be good in any county in the State. And no city, town, or county shall levy any tax on Confederate soldiers acting as peddlers. Any person carrying a wagon, cart, buggy, or motor-driven vehicle, or traveling on foot, for the purpose of exhibiting or delivering any wares or merchandise, shall be considered a peddler.

Provisions are made exempting persons exchanging woollen goods for wool, drummers selling by wholesale, and bona-fide residents who are blind, and permitting counties to charge higher rates than the above schedule.

Members of Health Committee

House: Dr. J. C. Braswell, Chairman, Hunter, Wilson, Chamblee, Yelverton, Bowie, Murphy of Pender, Wade, Hart, Davenport, Wright, Hamilton, Neal of McDowell, Leggett, Graham of Orange, Simpson, Dellinger, Horton, Crawford, Whiteside, Grier, Batton, Eddleman, Gann.

Senate: W. L. Foushee, Chairman, Sams, Everett, Squires, Townsend, Howard, Ross, Foil, Long, Clark of Bladen, Bryson, Grant.

Finance Committee

House: N. W. Townsend, Chairman, Bowie, Connor, Fountain, Turlington, Coulter, Higgins, Beatty, Hart, Murphy of Rowan, Christian, Pruden, Dellinger, Patton, Makepeace, Boyd, Braswell, Galloway, Council, Everett, Sutton, Raper, King, Bailey, Spruill, Falls, Creekmore, Moss, Gann, Leggett, Hurley, Tyner, Brown of Wilkes, Goodson, Franklin, Grier, Klutz, Greene, Davis.

Senate: P. H. Williams, Chairman, Mendenhall, Dunlap, Sams, Squires, Burgwyn, Hargett, Harris, Blue, Moss, Grady, Bethune, Foil, Grant, Jones, Humphrey, Baker, Spencer, McKethan, Shuford, Ross, Foushee, Sharpe, Tapp, Carter, Long.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

Goldsboro Letter

Happy "Noo Year" to all the boys who swing the mortar and pestle.

The Christmas rush is over and now we are all rushed again by the inventory "bug-aboo," and the Income Tax man will soon be prodding us to turn loose our filthy lucre that we have garnered the past year. Such is life, but what matter does it make after all? We won't know the difference a hundred years from this good day.

Frank Hancock is sending out his love letters to all the boys reminding that annual

dues are again on tap. Don't let him have to prod us again—let him have the stuff.

Speaking of inventories. While this is a very laborious task it is absolutely necessary in the run of business for only in the taking of stock can we reasonably hope to know how we stand financially. It is also very necessary in case of fire or a sale of business. Then too Uncle Sam says it "must be did." I heard a traveling man say a few days ago that his house—a North Carolina wholesale concern—received as many as fifteen inventories from as many retail druggists in the State asking that they be

priced. I never heard of such a thing before in my life. If I could not price my own stock I would sell out. What an uncomplimentary record this is. Is it due to laziness or to ignorance on the part of these druggists? It is a bald imposition to request a wholesale firm to price stock.

This brings me to say that every druggist should mark the cost on every article he receives except patents. He can easily get these prices from either the Era or the Druggists Circular price book. Every store should possess one or the other. Price cost on these articles is as necessary as life itself if a man is to run his business intelligently. Neglect of the same is the cause of clerks selling merchandise by guess work many times, and the reason some of us make no money at the drug business. Running a business by guess work means a failure in the end. If there is a man in the State who runs his store in a slip shod manner, we hope for the sake of himself and his family he will quit it. I am vitally interested in our profession and I want to see every single mother's son of us make money as well, but if we neglect the important things in running a store how can we expect to succeed? What I have said is written in the spirit of helpfulness.

The New Year promises much in the way of business and we should all prepare for it by replenishing our stocks and arranging the goods in an attractive manner. Goods well displayed are half sold. Change things around a little. You will find that this pays. Get out the dead stock and place it where you can easily put your hands on it. Call your clerks together and inspire them with the idea of getting rid of this stock. It may be a good idea to pay them a commission on the sales, but "move it" at all hazards. It can be done with a little push so "get up and go to it."

Here's good luck to every one and a real hearty wish for a most prosperous and Happy Year, and especially to the "Journal family."

Yours sincerely,

(Signed) CHAS. B. MILLER.

News from Western North Carolina

J. K. CIVIL, *Reporter*

MR. R. G. SCRUGGS, registered druggist of Asheville, recently bought Teague's Drug Store of that city, the reported purchase price being \$60,000. Mr. Scruggs also owns and operates Smith's Drug Store in the Mountain City, and the business of the two stores makes him the owner of the largest drug business in the State.

MR. C. D. STOWE, of Asheville, is now prescriptionist for the Old Fort Drug Co., of Old Fort. The firm recently moved into their handsome new store.

MR. G. E. BROOKSHIRE, of Asheville, formerly representative of the Upjohn Co., has accepted a position as prescriptionist for the Grace Pharmacy in his home city.

The Owl Drug Co., of Asheville, recently went bankrupt.

The many friends of MR. H. L. POPE, of Asheville, will be glad to learn that he is able to be out again after a two weeks stay in the hospital where he underwent an operation for appendicitis.

MR. M. F. TEAGUE, of Asheville, is now with Goode's Drug Store.

We are delighted to report that MR. J. R. (Doc) HENDERSON, who has represented the Scott Drug Co., for some twenty years, is out again after a two months illness.

MR. D. E. POWELL, who has been with Goode's Drug Store, of Asheville, for the past several months, is now with Smith's Drug Store in the same city.

JAS. P. STOWE and Co., of Charlotte, has moved into handsome new quarters at 26 S. Tryon St., from 10 Tryon St., where the store was operated for twenty years.

On December 31 Teague's Drug Store was visited by a thief and \$75.00 in cash was stolen as well as all the candy and cigarettes. The total loss was about \$500.

U. N. C. School of Pharmacy Notes

The University School of Pharmacy began the Winter Quarter with a large attendance. The results of the Fall Quarter examinations were particularly gratifying, a very small percentage of the students having failed in their work.

During the holidays a system of campus lighting was installed. Returning students found the campus a brightly illuminated place at night instead of the dark one it formerly was.

The School was delighted to re-register Mr. M. A. HUGHES, of Edenton, who has been compelled to remain out of college for the past two years on account of ill health. We are glad to report that Mr. Hughes has entirely recovered.

The Kyser Prize has been awarded to Mr. J. L. BAKER, of Nashville, a second year student. This prize is given annually by Professor E. V. Kyser to the student attaining the highest average in laboratory work during the first year of study, and consists of one year's membership in the American Pharmaceutical Association.

The Phi Delta Chi Fraternity will shortly move into new quarters at 117 Rosemary St. The house will not only provide meeting rooms for the fraternity but will furnish adequate rooming facilities for the entire chapter. Recently the following men were initiated into the fraternity, Mr. S. G. NELSON, of Morehead City, of the senior class, and MESSRS. C. A. RING, JR., of High Point; C. P. WHITFORD, of Washington; W. J. LINDEMAN, of Washington, Ind.; K. B. SPOON, of Charlotte, and L. C. LEWIS, of Mount Holly, of the junior class. The fraternity has also pledged Mr. E. P. RAINES, of Selma.

MESSRS. J. P. HUDSON, of Mooresville, and H. L. RAYBURN, of Hot Springs, Va., are members of the University Glee Club and went with the organization recently on its concert trip in eastern North Carolina to Greenville, Wilson, Washington, Wilmington and Pinehurst.

The senior class has elected the following officers: W. A. GILLIAM, of Elkin, president; H. M. WINDERS, of Fremont, vice-president; and H. M. DEAL, of Mooresville, secretary-treasurer. The junior class has as officers: K. B. SPOON, of Charlotte, president; A. A. GAMBLE, of Waxhaw, vice-president; and SAM JENKINS, of Lumberton, secretary-treasurer.

The following students have affiliated with the A. Ph. A. since the opening of col-

lege: H. Amin, Cairo, Egypt; C. W. Bynum, Pittsboro; J. G. Davis, Inman, S. C.; K. V. Franklin, Raleigh; W. R. Griffin, Macclesfield; C. E. Gillikin, Morehead City; R. E. Hall, Cornelius; C. W. Hales, Kenly; F. P. Hobbs, Greensboro; Sam Jenkins, Lumberton; G. C. Kelly, Lillington; W. R. Keen, Jr., Four Oaks; J. L. LeGette, Latta, S. C.; H. P. Moore, Asheboro; T. J. Moore, Wilson; G. F. Murr, Cooleemee; W. P. O'Neal, Belhaven; H. W. Smith, Cornelius; and J. E. Sparks, Robersonville.

GENERAL NEWS ITEMS

MR. G. K. GRANTHAM, of Dunn, has been elected Chairman of the Board of County Commissioners of Harnett county. The voters of Harnett just will not allow Mr. Grantham to lead the life of a private citizen. He is too valuable a man in public affairs.

MR. M. B. MELVIN, winner of the Beal Prize for 1923-24, is now with the D. W. Tart Drug Co., of Roseboro.

MR. C. C. SAVAGE, of Battleboro, is with the Erb Drug Co., of Lynchburg, Va.

MR. L. M. LAMM, formerly with the Wolfe Drug Co., of Mount Airy, accepted a position with Sutton and Alderman, of Chapel Hill, on January first.

The JOURNAL is just in receipt of a card from Mr. G. W. C. RUSH, of the Union Drug Co., of Monroe, from Miami, Fla. Mr. Rush states that he will soon leave the "Land of Flowers" for Cuba. We congratulate him on having such a wonderful trip, particularly when the rest of us are shivering from the icy February blasts.

MR. A. C. CECIL, who has been with Liggett's at Greensboro for the past several months, has opened a store in High Point. We understand that the name of the firm is Cecil's Pharmacy.

MR. COIT DILLING, of the Loray Drug Store, of Gastonia, recently affiliated with the N. C. P. A.

The Scotland Neck Drug Co., of Scotland Neck, was recently incorporated with authorized capital \$10,000 and \$4,000 subscribed by MESSRS. J. A. KITCHIN, L. H. KITCHIN, J. L. JOSEY and J. H. HALL, all of Scotland Neck.

Entering the building through a back window, thieves rifled the cash register of the College Drug Co., of Greensboro, early on the morning of January second. Only a small amount of money was secured and nothing else in the store was disturbed. It is thought the theft was committed by young boys, but local officers have found no clue leading to the identity of the culprits.

A small fire in the Berkeley Drug Co., of Asheville, recently did considerable damage to a show case of the company. Some one carelessly threw a lighted match into a waste paper basket and from this the wooden sides of the case caught fire.

MR. C. A. SWANEY, of Randleman, who passed the State Board in November, is with the Mann Drug Co., of High Point.

MR. ROBERT BONNER has been acting as relief man for the Main Street Pharmacy, of Durham.

MR. J. S. GLENN, who has been in California for the past several months, has returned to Chapel Hill, and is again with the C. L. Eubanks Drug Co.

We understand that the firm of Johnson and Lee, of Rose Hill, has discontinued business. MR. W. R. JOHNSON is now prescriptionist for Dr. M. L. CARR's drug store at La Grange.

MESSRS. T. L. SMITH, of Plymouth, and A. G. ELLIOTT, of Fuquay Springs, attended the opening of the Legislature.

MR. J. P. F. SMITH, registered by reciprocity from South Carolina, is prescriptionist for the Kut Rate Drug Co., of Fayetteville.

We are delighted to report that MRS. P. B. KYSER, of Rocky Mount, who has been ill with pneumonia, is improving rapidly. Mrs. Kyser has the distinction of being the first woman in North Carolina to receive license to practice pharmacy.

MR. J. W. HARRELL has resigned his position with the Nashville Drug Co., of Nashville, and since January first has been connected with the insulin department of the H. K. Mulford Co., of Philadelphia, under Dr. Paul S. Pittinger. His address is 645 N. 16th St. MR. SAM SOWELL, formerly with the Hamlet Drug Co., of Hamlet, is prescriptionist for the Nashville Drug Co.

DR. J. S. MITCHENER, who began work in Edenton, as a junior drug clerk, for his brother, Mr. J. A. Mitchener, is now an eye, ear, nose and throat specialist with offices in the new Odd Fellows Building in Raleigh. He writes he will be glad to see any of his druggist friends.

We understand that the LaFayette Drug Co., of Fayetteville, has closed.

MR. F. H. CLINE, of Kannapolis, has discontinued the practice of pharmacy, and is now traveling for a pencil concern.

MR. J. W. WILLIAMSON, who has been with Grantham and Co., of Fairmont, is now with the Grantham Drug Co., of St. Pauls. MR. R. E. L. SKINNER, who has been with the Grantham Pharmacy at Parkton, has gone to Fairmont to take the position formerly held by Mr. Williamson. MR. RIDENHOUR, who has been at Vass, has accepted the position in the Parkton store.

MR. C. M. HIGGINS, of McFarlan, has been made Sergeant at Arms of the House of Representatives in the General Assembly.

Breaking through the side door with a small piece of timber thieves entered the West Durham Drug Store recently and took all the money from the cash register and several cartons of cigarettes.

Among the firms incorporated on January first was Elvington's Pharmacy, Inc., of Wilmington. The authorized capital is \$25,000, with \$10,000 subscribed by A. G. MILLICAN, J. N. BRYANT, D. A. ELVINGTON, RUTH EBIE ELVINGTON, all of Wilmington, and D. C. ELVINGTON, of Waycross, Ga.

MR. D. A. DOWDY, is now secretary-treasurer of the Mann Drug Co., of High Point.

MR. J. D. MANN is now with Randall's Pharmacy in the Manufacturing City.

MR. CHAS. B. MILLER, one of the most valuable reporters for the JOURNAL, was elected recently to the presidency of the Wayne County Fair Association after having served as a director of the organization for several years. He is also a member of the Executive Committee.

The name of the new drug store recently opened at Bonlee by MR. R. E. LANGDON, is the Langdon Drug Co.

Hutchinson Drug Store, Inc., is the name of a new drug store at Elizabethtown. The

incorporators are DR. S. S. HUTCHISON and SUSIE B. HUTCHISON, of Bladenboro, and D. A. HUTCHINSON, of Elizabethtown.

MR. H. G. COLEMAN will open a drug store shortly across the street from Durham's million dollar hotel, the Washington Duke.

Work has been completed on the new front of the O'Henry Drug Store, of Greensboro. Not long ago the store was enlarged by extensive additions in the rear.

We regret exceedingly to note that MR. J. H. JOHNSON, prominent druggist of North Wilkesboro, recently suffered a severe financial loss when a large garage owned by him and his brother was destroyed by fire.

The Kendall Medicine Co., of Shelby, has moved into larger and more commodious quarters in the Lineberger building.

The firm name of Paul Webb, Pharmacist, one of the established business firms of Shelby, was changed on January first to Paul Webb and Son, Pharmacists, Mr. Webb, having taken his son, Paul Webb, Jr., into partnership. Mr. Webb, Jr., was educated at Washington and Lee and the University of North Carolina, having received the degree of Ph.G. at the latter institution.

An Up-to-Date Fountain

What is described as one of the finest and most up-to-date soda fountains in the South, cooled entirely by an artificial refrigeration plant, which also makes ice for use in drinks, has been installed in Goode's drug store at Asheville at a cost of around \$5,000. The refrigeration plant is located in the basement and cooling pipes are used to keep ice cream, fruits and syrups cool. A temperature of 8 degrees above zero is maintained. Mr. Goode has always taken particular pride in the high rating of his soda fountain, the average of 99 in inspection reports having been given for many months. He states that one of his ambitions is to reach the 100 mark which he thinks will be possible with the improved fountain.

Fraternity Gives Dance

The Phi Delta Chi fraternity of the University of North Carolina gave a most de-

lightful dance in the ball room of the O'Henry Hotel in Greensboro, on the evening of January second. It was attended by active members of the fraternity and alumni as well as by numerous invited guests. Music was furnished by the North Carolina State Orchestra.

Kappa Psi Convention

F. H. HODGES

The Kappa Psi Fraternity held its annual national convention at the Martinique Hotel, New York City, on December 28-30. Kappa Psi of the University was represented by MR. W. G. SMITH of the School of Medicine, and MR. F. H. HODGES of the School of Pharmacy. The Wake Forest chapter was represented by MR. MULLINS.

At this meeting Kappa Psi became a purely pharmaceutical fraternity, and a new fraternity to be known as Theta Kappa Psi was formed for the medical element of the organization.

A. Ph. A. Officers

As a result of a mail ballot held by members of the American Pharmaceutical Association during December the Board of Canvassers of the association announce the election of the following officers: President, L. L. WALTON, retail pharmacist, Williamsport, Pa.; First Vice-President, WM. C. ANDERSON, Dean, Brooklyn College of Pharmacy, Brooklyn, N. Y.; Second Vice-President, CLYDE, L. EDDY, Managing Editor, The Druggists Circular, New York City; members of the council, H. C. CHRISTENSEN, secretary, National Association of Boards of Pharmacy, Chicago; S. L. HILTON, pharmacist, Washington, D. C., and JULIUS A. KOCH, Dean of the Pittsburgh College of Pharmacy, Pittsburgh, Pa. These officers will be installed at the annual convention of the organization to be held in Des Moines in the late summer.

Marriages

The announcement during the Christmas holidays of the marriage of Miss Frances Clendenin to MR. CHRISTOPHER COLUMBUS FORDHAM, JR., in Danville, Va., on September fifth came as a distinct surprise to their many friends. The marriage took place at

the home of REV. T. A. SMOOT, pastor of the Methodist Episcopal Church, at Danville. Mrs. Fordham is the daughter of Mr. and Mrs. H. W. Clendenin, of Greensboro, and was educated at Hollins and the North Carolina College for Women. Mr. Fordham is the son of Mr. and Mrs. C. C. Fordham, Sr., the later a well known druggist of Greensboro. He is a senior in the University School of Pharmacy and one of the most popular and prominent students in college. He has been on the University football and track teams for the past several years, and was recently elected president of the University Monogram Club. Mr. and Mrs. Fordham are at home to their friends at the home of Attorney F. O. Bowman in Chapel Hill.

Dr. and Mrs. Henry Battle Marriott announce the marriage of their daughter, Tempie Battle, to Dr. Ferdinand Cary Whitaker, of Enfield, on December ninth. Dr. Whitaker is a prominent young physician of

Enfield, but before taking up the study of medicine he was a student in pharmacy at the University 1905-06.

Mr. and Mrs. Harvey J. Eddleman announce the marriage of their daughter, Annie Ruth, to Mr. Lester Fisher on December twenty-fourth, at China Grove. Mr. and Mrs. Fisher are at home to their friends in Statesville where the former is connected with the Gray Drug Co.

Mr. William Jephtha Adams announces the marriage of his daughter, Mary Grace, to Mr. Edwin Leroy Reaves, on the thirty-first of December, at Gibson. Mr. and Mrs. Reaves are at home to their friends at Raeford, where the former is connected with the Raeford Drug Co.

Mrs. McDaniel Holliday announces the approaching marriage of her daughter, Florence Eugenia, to Mr. Thomas Ruffin Hood, the marriage to take place in Dunn on February eighteenth.

WILL TO SUCCEED AND CO-OPERATE FOR SUCCESS

The FAULTLESS RUBBER COMPANY is co-operating with their dealers in making it possible for these dealers to serve their customers better in connection with RUBBER GOODS WEEK and what is needed to make success for all is co-operation on the part of the dealers in an intense selling campaign the week of this sale.

Let's all be SCOTCH during the annual RUBBER GOODS WEEK Sale and co-operate with each other that we may serve all better.

"He Profits Most who Serves Best."

WEAREVER RUBBER GOODS serve best.

Therefore sell more WEAREVER RUBBER GOODS and you will serve better and profit more.

Ask Our Salesman for Special Deal

The Peabody Drug Company

Wholesale and Manufacturing Druggists

DURHAM, N. C.

Clyde Eubanks

One quality more than all others characterizes the man whom the JOURNAL honors this month with a dedication. That quality is a supreme and outstanding honesty which counts nothing before itself; that operates under the moral law that all of life's affairs must take their start from and thereafter be guided by a golden rule honesty that has no double standards. The man in question is a druggist with thirty-two years of continuous service behind him. In terms of finance these years have brought him reward, and in terms of ethics they have vindicated his professional principles. From a flat-footed start in '93, he is sighting the goal point of a commercial race that has cut no corners and dodged no rules. Victory of a satisfying sort even now is his, and it becomes the more precious because its course was free from unfair play. A customer's advantage has always been given precedence over his own so that in his store an inflexible rule is to consider first a patron's benefit and then the store's. All of this goes back to and proceeds from this man's convictions that honesty not merely is the best policy but is the only policy that shall be allowed to operate in his business. And so we are honoring our subject's honesty, not because it is an uncommon property among druggists but because on the contrary it typifies so beautifully the splendid quality that gives pharmacy its preferred position in the sisterhood of merchantry.

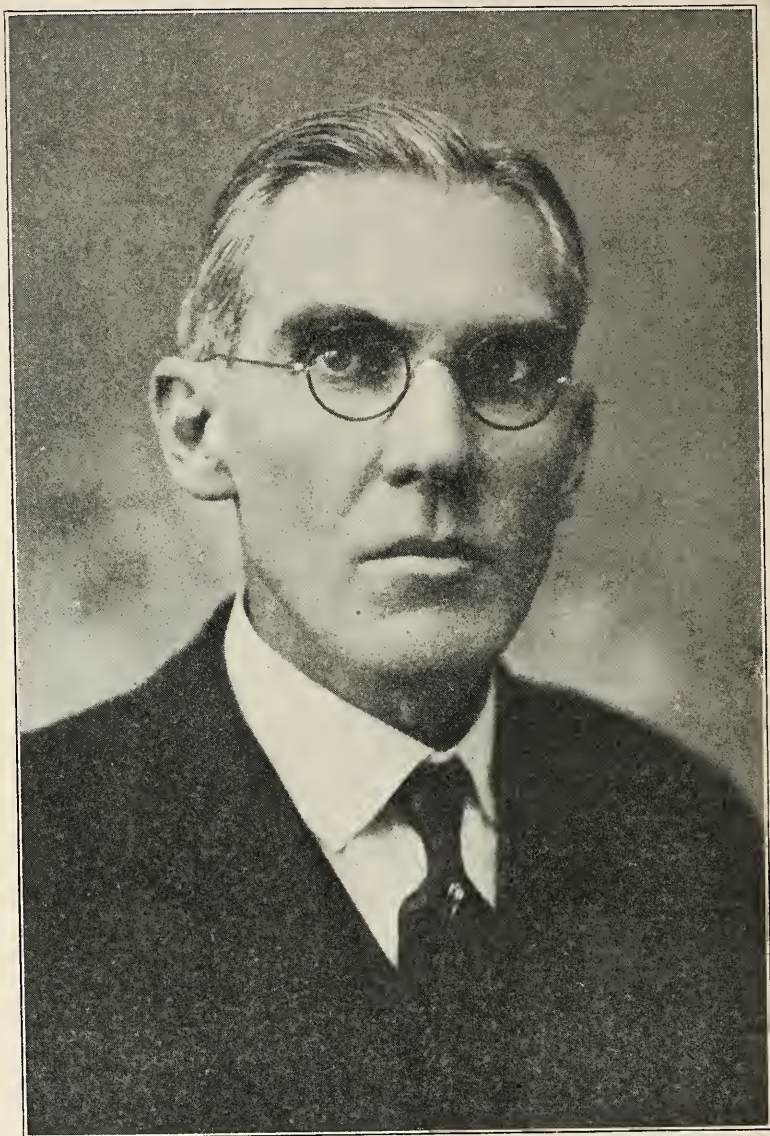
Measured by other standards than the above, Clyde Eubanks would still deserve the tribute of a dedication. We could list him among the favored few as a pronouncedly successful druggist; we could point to his unassuming but nonetheless effective work in the North Carolina Pharmaceutical Association; we could praise him as churchman, laud him as citizen, and cite him as leader. These things we could do, but instead we honor him for personifying the cardinal quality of his profession.

* * * * *

Clyde Eubanks, the subject of this brief sketch, was born in Chatham County, near Chapel Hill, on April 25, 1871. His father was Ambrose Eubanks, and his mother before her marriage was Miss Antoinette Norwood. Mr. Eubanks received his early education in the Pittsboro High School, and then became a student in Thompson's Military School, at Siler City, completing its four-year course in 1892. He then removed to Chapel Hill and apprenticed himself to Dr. A. B. Roberson in the latter's well known drug store which stood on the site now occupied by the Battle Dormitory. Working for Dr. Roberson until the spring of 1896, attending classes in the University's Medical School during his spare hours, and being assured that pharmacy was for him a satisfactory life work, Mr. Eubanks went to Raleigh and became a student under Mr. William Simpson. By intensified study there after having already had courses in materia medica, etc., under such men as Dr. Whitehead, he was well prepared for the board of pharmacy examination which he successfully stood in July of 1896. His license in hand, he returned to Chapel Hill and worked another year for Dr. Roberson. In 1897 the latter died and Mr. Eubanks purchased the store and stock. In 1899 he moved the business diagonally across the street westward into a building which stood about where the University Cafeteria now stands. Here he conducted his store until 1912 when he built and moved into the larger structure on Franklin street which still houses his business. Two phases of Mr. Eubank's career have been unique: He has never changed jobs a single time, still runs the business he began his apprenticeship in, and still uses the same shelf bottles he first poured medicine from. Secondly he has consistently refused for thirty years to sell anything on Sunday except medicines. His store never remains open on this day though he or his clerks will answer a prescription call. Mr. Eubanks is convinced that it is wrong morally and unnecessary commercially to keep a drug store open on Sunday. Another interesting fact is that he succeeded Mr. Isaac Emerson at Robertson's Drug Store when the latter moved to Baltimore to set up his Bromo-Seltzer establishment.

In November, 1898, Mr. Eubanks was married to Miss Stella Pritchard, of Chapel Hill, and to this union one child, Paul, has been born. Both Mr. and Mrs. Eubanks are devoted members of the Methodist church, and both are staunch Democrats. The family residence is at 300 Cameron Ave.

Mr. Eubanks is a member of the North Carolina Pharmaceutical Association in which he now serves as an executive committeeman. He also holds membership in the American Pharmaceutical Association.—J. G. B.



CLYDE EUBANKS, of Chapel Hill
One of North Carolina's Most Successful Retail Druggists

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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Officers of the North Carolina Pharmaceutical Association for 1924-1925

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EDITORIALS

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Selling For Cash Only

Druggists in Gastonia, Shelby, Rutherfordton, and other places in North Carolina are now operating on a cash basis and they report the plan as working most satisfactorily. We want to urge a wider adoption of this system because it has numerous obvious advantages, and but one drawback. We have talked the matter over with scores of retailers and mostly they say that while it is possible for other kinds of stores to refuse to charge goods, that it would never work in drug stores. For answer we point to the above named towns where it has worked and is working. If any reader doubts its success in those places, let him write to any druggist there and ask about it. At first the people kick, then they become reconciled, and finally they take it as a natural course.

Selling for cash means that a store can charge lower prices, and when the public finds that it is getting drugs and medicines for less money because of the cash system, the public accepts that system without objection. Never charging anything allows the merchant to dispense with bookkeeping expenses, gives him the chance to discount all of his bills, and permits him to collect 100 per cent. on everything he sells. The plan also relieves him of the resentment he formerly met with when trying to make slow payers settle their accounts. The single disadvantage is that occasionally (but only occasionally) a sick person without funds is in urgent need of medicines and the cash plan would prevent a druggist from crediting him for the amount needed. In such rare cases as these where

the pharmacist knows that the customer has no money, he could, by a pre-arrangement with his competitors, make a charge slip, or, if necessary, treat the case as charity. Ninety-five to ninety-nine customers out of every hundred though can pay for their drugs at the time of delivery.

The only satisfactory way to put the cash plan into effect is for every druggist in a given community to sign with his competitors a pledge to sell only for cash. In this way, every store is on an equal footing, and all bear the short-lived criticism that follows the plan's adoption.

Competition in the drug business nowadays is so keen and is arrayed against so many types of stores other than drug stores that it becomes increasingly necessary to put into practice every legitimate method to win success. We know of drug stores on a credit basis competing unsuccessfully against cash-and-carry stores on such lines as patent medicines, toilet goods, stationery, etc. If they expect to hold their own, they must to some degree use the methods of their brisker rivals. Selling for cash only in such cases is one excellent way to start. To sell on credit, thinking thus to secure the trade of customers who do not want to pay cash, will result in the druggist selling on time the goods the department stores do not sell and not selling at all the goods that customers find they can get cheaper at the cash shops.

It is not only the druggists in the larger towns where there are five-and-ten-cent stores, Piggly Wiggles, A. and P. shops, and other chain stores that have to meet the competition of a cash system, but the druggist in the small town has it too whether he realizes it or not. People in Chapel Hill, for example, buy a great many things in Durham that local druggists carry. Kernersville people go to Winston-Salem to shop; La Grange folks slip away to Goldsboro or Kinston for supplies that are on sale at home. So it goes all over the State.

Most druggists offer credit freely and lose from five to ten per cent. of all they sell on trust. They maintain an expensive delivery system, employ higher priced help than any other sort of store, and give away

(beg folks to take) more free service than all other sorts of merchants put together. Does the public appreciate all of this, and is it willing to buy its soap from him because of this service? Only if his soap is as cheap per cake as Gilmer's or Woolworth's.

The situation today does not call for the cash system for drug stores nearly so urgently as tomorrow gives promise of demanding. Automobiles and concrete are changing the whole complexion of merchandising, and until druggists recognize that from now on people are going to stores instead of stores going to the people, and further that the focusing point of such travel is to be the low priced cash-and-carry stores—we say until druggists recognize these facts and by a change in system make their store a focusing center also they cannot expect to do other than gather in the backwash of trade.

The druggists in Burlington could easily meet together and agree neither to charge nor deliver a cent's worth of goods after a certain date, in the meanwhile advertising the change. But will Henderson, Andrews, Bradley, Lea, Mitchell and White enter into such a compact? Not if each of them holds back and expects the others to beg for his acceptance, and not if each waits for the other to start the agitation for a change. They did it right in Gastonia. Kinston druggists need the same system that is now working beautifully in Shelby. Enfield might advantageously emulate the example that Rutherfordton drug stores have set.

The sooner drug stores in big towns and small get away from the credit system with its high overhead and its big losses from bad accounts, the sooner they will be able to meet their competition face to face, on equal terms, and with an equal chance to win out.

Friends We Are Proud Of and Grateful To

We folks who are charged with the duty of making the JOURNAL into a going concern are smiling smugly this month because the Bodeker Drug Co., of Richmond, has increased its advertising from one to two full pages beginning with this issue and

because Richard Gwathmey and Co., has also doubled its space. Two things are responsible for this increase of space, one, a desire on the part of these firms to add more help to the North Carolina Pharmaceutical Association's publicity venture, and the other, a belief on their part that space in the JOURNAL'S advertising pages brings worth while returns. We are grateful for the first and very proud over the second. Also we are delighted to announce the following new members in our "Family of Friends": The McCourt Label Cabinet Co. and The Owens Bottle Co.

And now that we are on the subject of advertising we want to tell our readers again that the JOURNAL is dependent almost altogether upon revenue received from advertisers to cover its operating costs, and to say also that were this income cut off today, not another issue would go to press. We would, therefore, be nothing less than ingrates were we unappreciative of the material help our manufacturing and jobbing friends provide us. Not only are we grateful but we are eternally glad that our obligation is to firms of such character that we can conscientiously carry and commend all the announcements they make through our Ad. pages. What we are getting at here, however, is something more important than the attitude of the editorial staff towards JOURNAL supporters. We want to impress upon our readers that since these firms have been so generous in supporting the JOURNAL, it is only fair in return that they—JOURNAL readers—should specify and give preference to the goods herein advertised and thus offer tangible evidence of their appreciation of what is being done to make possible a personal sort of publication of, about, and for themselves. We ask them to turn to the advertising pages and see what is offered there and then each ask himself this question: "When practically everything that a drug store needs is here advertised by firms with unblemished reputations for quality goods at moderate prices, and when I can make no mistake in buying from them, why should I not reciprocate the courtesy they have shown to something I partly own (the JOURNAL) by turning my trade in their direction?"

Won't you turn now, gentle reader, to the pages we are talking about and see if you cannot easily answer yes to the above question? And in ordering, won't you say to the salesman, or in your letter to the house: I saw your Ad. in the CAROLINA JOURNAL OF PHARMACY.

We Put Ourselves in the Customer's Place in Every Sale We Make

May we direct your thoughts for a moment to the beginning part of the "Happenings of Interest" section of this issue? Charlie Miller, of Goldsboro, a successful retail druggist, is pleading there for the Golden Rule in Business. With thirty-odd years of retail experience behind him he ought to know what he is talking about. What he says sounds gloriously good in an age when so many writers advocate, at least inferentially, the selfish policy of "Every man for himself and the devil take the hindmost." In still another part of this issue we are "writing up" a man (Clyde Eubanks) who also practices the Golden Rule in Business, and he is an unusually successful druggist.

Their attitude has inspired us to coin a slogan for some drug store. It is this: "We Put Ourselves in the Customer's Place in Every Sale We Make." It is the Golden Rule principle. We can think of few other slogans that would prove so effective in catching trade, and, if fulfilled, no slogan that would serve so strongly to hold trade after it was caught.

Caveat Emptor (let the buyer beware) was considered "good business" when David Harum was a horse trader, but it is a contemptible motto that has no place in the hearts of North Carolina druggists.

The Courts Protect Unguentine

The JOURNAL is glad to learn that the Supreme Court of New York state has decreed that the Denver Pharmaceutical Manufacturing Co., Inc., shall no longer be permitted to market and advertise its "Burn-Aid" as an obvious substitute for Unguentine, the excellent product put out by the Norwich Pharmacal Co.

The days of piracy and illegal substitutions belong to a buried past and we are

now in an era possessing courts that protect a legitimate manufacturer against the attempts of imitators to capitalize upon the prestige the manufacturer, through toil and money, has gained for his products in the minds of the public.

Gone: A Friend

We understand that Mr. E. P. Gilkey, who for so long has been Mr. Raysor's main standby in the latter's store at Asheville, is to retire from his post and take a well earned rest. We are glad for his sake that he is letting up from the strenuous days to which he has for years been accustomed, but both on Mr. Raysor's account and our own we are genuinely sorry that he is leaving. We are sorry for Mr. Raysor because he is losing one of the most capable salesmen in North Carolina, and one that will not easily be replaced. We are sorry on our own account because we often hie our way mountainwards and always manage to get into Raysor's Drug Store for a chat with him whom they say is retiring. Now our little party is all broken up, because—the party of the first part has departed. Not see Mr. Gilkey standing in the back of the store peering benevolently over his half-moon glasses looking for all the world like he could wait on forty customers at one time and not get flustered? Not feel the big, firm grasp of his friendly fingers in a hearty handshake that forces home a silent message of geniality? Not hear again his booming bass tones so kindly mellowed by rich years of experience with ever-flowing humanity? Not be able to talk over with him the thousand things that always come flooding when we were both aiming at the same box of sawdust with our tobacco outpourings? Why, the whole business is unthinkable! Raysor's Drug Store and no Gilkey there! Say Mr. Gilkey, honestly now, isn't there some way that we can link efforts with Mr. Raysor and get you back where you fitted so naturally? Worse luck though, for we know our man; when he says No, it has two capital N's in front of it. Well, if we must accept the situation we must, but this much is certain: It's a good thing that Mr. Raysor (whom we came to love years ago) and Frank Pender

(whom we helped to teach back in Nineteen Hundred and Something-teen) are still holding forth in the shop, because otherwise Raysor's Drug Store would surely lose one mighty steady loafer when Old Sol chases us up into the hills again.

How Gullible Are You?

Would you, dear read, allow yourself to believe the figures that are here printed, which were taken from page advertisements to druggists appearing in at least one pharmaceutical journal for February? The advertisement we are talking about says, among other things: "Here is how you can make 87½% profit. On a three-dozen order the goods cost you \$12. With this you get 45 packages, as follows: 36 ordered + 6 free + 3 for a window = 45, which, selling for 50c each, nets \$22.50 less \$12 cost or \$10.50 profit. This figure divided by the cost, \$12.50, equals 87½% profit." What ridiculous reasoning! Would you "fall for" it?

The advertiser, in the first place, takes it for granted that there are no expenses connected with selling their products at retail. Unfortunately, there are. In the second place, the profits are figured from the cost instead of the selling price which is not good business. Let's work the thing out for ourselves. Each article in the above offer is to sell for 50c. Overhead expenses based on sales are certainly as much as 25%; if based on costs they would be 38%. Subtracting from 50c the amount spent in selling (25% of 50) we get 12½c which, subtracted from 50 leaves 37½c. Now the advertiser admits that you must pay him 1/45th of \$12, or 26½c for each article bought. Therefore, you have 11c left for net profit. This figure amounts to 22% instead of the 87½% which the manufacturer promises, or four times less than the advertised claim. Twenty-two per cent. is, of course, an attractive profit, and assuming that every one of the articles will be sold at 50c, a merchant should accept the offer. We are not kicking over what will be made, but we do resent the deliberate misrepresentation of profit which the ad-

(Continued on Page 174)

History of the W. H. King Drug Co., of Raleigh, N. C.

(This historical sketch is the first of a series that will describe the origin and development of the principal jobbing firms doing business with North Carolina druggists. Each sketch will be written by some friend or firm member.—Ed.)

Away back in 1899, Mr. B. S. Jerman, now president of the Commercial National Bank, of Raleigh, suggested to Mr. W. H. King, who was proprietor of two retail drug stores, that a wholesale drug company ought to prove a success in Raleigh. It resulted in the W. H. King Drug Company being incorporated in December, 1899, and opening for business on January 3, 1900 with W. H. King as president, J. E. Johnston as vice-president, and B. S. Jerman as secretary-treasurer, these three with Sheriff M. W. Page making the board of directors. Just a few weeks ago the company reached its twenty-fifth anniversary with Mr. B. S. Jerman still treasurer after twenty-five years of continuous service, but the others have passed away.

Mr. King as president successfully conducted the business for about eight years up to the time of his death, and shortly afterwards Mr. John F. Sprague acquired a controlling interest in the company. It was managed for awhile by Mr. B. W. Hunter (known to his intimates as Buck Hunter), who further built up the sales, and who went into the retail drug trade later on at New Bern.

Mr. Sprague had been connected for years with Sharpe and Dohme, as manager of the New York branch. He was a man of strong personality, had a very attractive manner, and was especially well fitted for the direction of a wholesale drug business. His slogan was "Quality plus Service," and its strict observance had been a large factor in the continuous growth and success of the company.

When Mr. Sprague's health began to fail in 1912 he searched the states of Virginia and North Carolina for a man fully qualified to assist in carrying on the growing business and who was endowed with the ability to become a leader in the wholesale drug trade. He selected Mr. B. F. Page, a graduate of the School of Pharmacy of the University of North Carolina, class of 1902, who had received a thorough training with the Justice Drug Co., of Greens-

boro, and who was president of the Page School of Pharmacy. He became connected with the company in 1913 and soon showed that he was a "live wire." Under the combined efforts of the two men the W. H. King Drug Co., climbed rapidly upward.

After Mr. Sprague's death Mr. Page secured a controlling interest in the firm and believed in having the very best staff of assistants to be found. The salesmen are: James W. Coppedge, covering the eastern part of the state, Winfred Hunter, working the Sanford and Lumberton district, Ben Coppedge in the Goldsboro territory, and Henry M. Gaddy, working west of Raleigh. Roderick M. Watts handles the Cru-mo sales all over the state and Bruce Powers, a lost in himself, is Raleigh salesman. The six men form a combination hard to equal.

DeWitt Kase is the buyer; he knows all about quality and correct prices. He is well known and well liked by all who come in contact with him. Henry E. Craven, the vice-president and sales manager, is always devising new and effective ways to help the salesmen dispose of more goods, while John E. Murdock, head of the shipping department, and H. Mitchell, head of the city shipping force, have numbers of warm admirers among the customers. B. F. Coffin is the very efficient secretary of the company, and J. D. Simpson is credit man. Behind the scenes, as it were, but seeing all and grasping all, is B. F. Page, president of the company, and also one of the vice-presidents of the National Wholesale Druggists Association.

The first store, corner of Martin and Wilmington Streets, had probably 6,000 feet of floor space, and in 1913, the company moved to 117 East Martin Street, with 12,000 feet floor space, and now have about 20,000 square feet space. The firm has acquired new premises and propose adding a large warehouse this year which will give them 50,000 square feet of space. They have every intention of "growing large enough" to fill it.

Next Month: Justice Drug Co., Greensboro.

SELECTED PAPERS

The Value of Concentrating and Indexing a Drug Stock*

By E. E. MISSILDINE, of Tryon

In the selection of this topic "The Value of Concentrating and Indexing Your Drug Stock" we are not sure that we shall be able to tell you anything new, or original, but it is our opinion that no drug store is modern, or capable, unless it is known what departments are paying and what are being run at a loss, and unless our business is being operated with an index and under departments you can rest assured some departments are *not* paying.

"A place for everything and everything in its place" is most applicable to the drug business in which our stocks are so varied. It has been our experience that business always comes in a rush, therefore, to give efficient and prompt service, it is necessary that all similar preparations be placed together and that each employee shall have an opportunity to study the stock book in quiet times.

How many of us have a bottle of that once advertised cough remedy that, if placed with all the regular cough syrups could have been sold—but forgotten—lost sale.

Indexing necessarily means departmentalizing and there should be, in our opinion, not less than six departments such as Prescription; Sundries (toilet articles, stationery, etc.); Patent and Proprietary remedies; Candy; Tobacco; Soda Fountain; the department being based on the average percentage of profit anticipated. Your inventory will soon show you which department is making money and what should be done to the others.

At first thought one might think the indexing of a drug stock would be an awful undertaking but if this is done prior to inventory and kept up as new lines or preparations are added to stock, it makes stock taking much easier. A copy of stock is easily prepared prior to beginning inventory and then quantities filled in.

In this connection we would like to call your attention to the necessity of having all employees use separate or individual charge books and that a record be kept of their consecutive charge slip numbers. If you have never tried this you will find that often a charge is made but the slip has been misplaced or failed to have been put into the cash drawer. The money you will save in this one thing will amount to considerable in the course of a year.

The indexing of your stock will appeal and help the druggist living in small towns, who haven't the jobber to call on, more than others perhaps, but if indexing prevents overstocking, makes purchasing easier, keeps check on inventory at all times, and shows how many times your turnover is a year, and your net profit for each department, is it not worth while?

We understand some druggists are saying the prescription department does not pay, but how about the soda fountain? Are you getting all the profit anticipated? How much Coca-Cola are your clerks serving to the glass and how many cherries to the sundae for the special friend? What percentage of profit are you making in the tobacco department, or is this being run at a loss? All of these things are shown when the indexing and proper system are established.

Remember, however, that no system is of any value unless it is strictly adhered to.

* Presented at the Forty-Third Annual Meeting of the N. C. P. A.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Sales Tax Bill Introduced

Friday the thirteenth (February) proved to be an unlucky day proper for the retail druggists and all other merchants of North Carolina. Like a clap of thunder out of a cloudless sky the much talked of Sales Tax measure was introduced in the lower branch of the General Assembly by Representative Madison, of Jackson County, instead of coming from the Finance Committee as was expected in case this method of raising revenue was to be proposed. It is known that the Finance Committee is laboring day and night trying to tap new sources of revenue, in order that the necessary amount of revenue may be raised without resorting to the Sales Tax. Its work will be finished and its findings reported to the House late next week, and not until then will we know whether the Sales Tax will be recommended by this Committee. It is believed that a large Assembly oppose such a tax. However, if the Finance Committee decides that it will have to be adopted to raise the revenue needed, and makes this recommendation, the measure will be hard to defeat.

Your attorney, together with Mr. Leonard, the Executive Secretary of the Merchants Association and many others are here on the ground, and are leaving no stone unturned in trying to bring about the defeat of this particular bill or any other form of sales tax. It is our opinion that any form of a sales tax can be defeated.

Proposed Revenue Act of 1925

On the 30th of January the tentative draft of the Revenue Act of 1925 was submitted to the House. Since that time the Finance Committee has been considering its provisions and are endeavoring to work out of it sufficient revenue to meet the increased demands of the State Treasury. At the time this is written, (February 14) but few increases have been made affecting

retail druggists; in fact fewer than those who were working to stave off further taxes really anticipated. These are: 1st. An increase in the tax on retail dealers of cigarettes and cigars from \$5.00 per annum to \$10.00 per annum. Under this provision no county may levy any tax upon such retailers and no city or town may levy a tax exceeding \$10.00 on such retailers. 2nd. An increase in the tax on soda fountains from \$25 to \$30 per annum in towns of more than 15,000, and from \$25. to \$40 in towns of more than 25,000 inhabitants. Under this provision no county may levy any tax and no town more than one-half the tax levied under this section. A study of this particular section of the Revenue Law shows that the tax will be lighter in each case except in the towns of over 25,000. Your attorney has taken this latter matter up with the Representatives from all the towns which have more than 25,000 and he hopes to be able to get an adjustment of this last increase.

Our Proposed Bill

At a meeting of the Legislative Committee of the N. C. Pharmaceutical Association held in Raleigh late in January, it was decided that one bill only would be introduced and sponsored by the druggists of the State, namely, a bill "Prohibiting the Use of the Titles Pharmacists, Druggists, Pharmacy and Drug Store by Unauthorized Persons." At the same time it was decided that this bill must not be introduced until late in the Legislative session after we had had an opportunity to learn what measure would be introduced affecting us. Hence the bill has not been introduced as yet but, nothing preventing, it will go in early next week and so far as we are able to learn, it will not meet with serious opposition. The measure referred to amends 6664 of the Consolidated Statutes so as to read as follows:

"It shall be unlawful for any person not legally licensed as a pharmacist to take, use, or exhibit the title 'pharmacist,' 'pharmaceutical chemist,' 'licensed or registered pharmacist,' 'druggist,' 'apothecary,' or any other title or description of like import; and it shall be unlawful for any person not legally licensed as an assistant pharmacist to take, use, or exhibit the title of "assistant pharmacist" or any other title of like import.

"It shall also be unlawful for any person not licensed as a pharmacist, or any person, firm or corporation, who does not have in his or its continuous employ, at each place of business, a duly licensed pharmacist, to take, use or exhibit the title 'drug store,' 'pharmacy,' 'apothecary,' or any combination of such title, or any title or description of like import, or any other term designed to take the place of such title; Provided, that nothing in this section shall be construed to prohibit a physician holding a permit to conduct a pharmacy or drug store from using any one of the above denominations in connection with his place of business.

"Any person who violates any provision of this section shall be guilty of a misdemeanor and fined not less than fifty dollars nor more than two hundred dollars."

"Bad Check" Law Enacted

The "bad check" bill, introduced by Representative Matthews of Mecklenburg County on the second day of the present session of the General Assembly, and sponsored by the State Merchants Association and supported by the representative of your own Association, has been enacted into law. While this law is not as rigid as it should be perhaps, there is no doubt but that it will go a long way toward suppressing the menace of worthless checks. Certainly, it is a big improvement over the old law and will afford a long needed relief to all merchants of the State.

Exempt Preparations

In view of what has appeared heretofore in this Section relative to the sale of semi-narcotics, designated Exempt Preparations under the Harrison Law, by retail dealers

thereof, the writer dislikes to call attention again to the provisions of the law governing such sales, especially since so many druggists in this State are complying strictly therewith. However, reports coming to him indicate that there are an appreciable number who either are not familiar with the law, or else they are willfully violating some of its provisions. It is for this reason that the writer is prompted to call attention again to this matter and urge upon every retail druggist the importance of a strict compliance with this particular law, and at the same time sound a warning against any violation thereof.

First, Exempt Preparations, like narcotic drugs and preparations, may be sold only at or from registered places of business. That is, every person retailing semi-narcotics must be registered in Class 5, under the Harrison Law, as amended.

Second, Exempt Preparations may be sold with or without prescriptions, and a prescription for such may be refilled, provided, such sales are made in *good faith for medicinal purposes only*.

Third, Every such dealer in Exempt Narcotic Preparations must keep a separate and complete record of all sales, including sales pursuant to prescription, bearing the name of the person to whom the semi-narcotics are sold, made at the time of delivery, his address, the name and the quantity of the preparation of remedy, and the date of delivery.

Fourth, The amount which may be sold at any one time is not limited, the only restriction being that it shall be sold in good faith for medicinal purposes only, as above stated. In this connection, it is stated that the rule adopted and rigidly adhered to by a large number of retail druggists is that only one ounce of any one of the exempt preparations may be sold at any one time; and many others have as their limit two ounces, and in no case will they sell any amount whatever to a person known to be addicted to the use of narcotic drugs, or to any person to use as a beverage. This rule is commended to every drug store in North Carolina, and if followed no trouble will

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

The Golden Rule of Business

By CHARLES B. MILLER

In the stress and turmoil of modern business let's not forget the finer things in life—the little every day incidents that either brighten or darken the life of those around us.

There is a very interesting story told about John Wannamaker when a young man. Once he went into a store and purchased some wearing apparel. After the package was wrapped and paid for he observed another article of similar nature which he liked better, and so he asked the clerk if he would let him make the exchange, paying the difference. The clerk refused saying that "after goods were selected and paid for no exchange was allowed." The incident made a deep impression on young Wannamaker and he decided right then and there that when he went into business on his own account he would conduct his store on a different plan—that if goods were unsatisfactory they would be as cheerfully taken back as they were sold no matter who the customer was, whether he was rich or poor, young or old, black or white. Soon afterwards Wannamaker did launch out into business and he made it the cardinal principle of his firm that all goods could be returned that were unsatisfactory to the customer. In other words he practiced the Golden Rule in his business, and further, he extended this principle to the various activities of his life. He never broke his rule. What was the result? Wannamaker became the most successful merchant prince in America.

Thus it is very clearly demonstrated that the words uttered by the Saviour, "Whatsoever ye would that men should do unto you, do you even so unto them" are as applicable to this day and generation as to the time when Christ was on earth. He never gave any advice to men that could not be followed literally.

We see by example and precept that the Golden Rule in business is feasible and should be followed by each and every one of us. We hope that it is. Some Shylocks may contend that it is not practicable to abide by the Golden Rule at all times, but it is possible to succeed in business and be happy in the execution of this divine injunction. The assurance of having carried out this precept in our stores throughout the day's transactions will rest like a benediction on us in the evening. It will bring to us a joy in life that cannot be obtained in any other way, and when we lock our store doors at night and wend our weary steps to Mollie and the babies we can have a smile on our lips and a song in our hearts.

"Did you waste the day or use it, was it well or poorly spent?

Did you leave a trail of kindness or a scar of discontent?

As you close your eyes in slumber do you think that God would say

You have earned one more tomorrow by the work you did today?"

Goldsboro Topics

C. B. MILLER, *Reporter*

Mr. JOHN H. HAWLEY, of Hicks and Hawley, Druggists, has political aspirations and is a candidate for mayor of the flourishing municipality of Goldsboro. One of the state papers writing of him says: "Mr. Hawley was formerly president of the chamber of commerce and under his guidance the city had a splendid year. It was largely through his efforts that the hotel project went through. He also did most commendable work as president of the merchants association and should he be successful in the coming race for mayor, the city will have at its head a man of sterling character and one who has the advancement of the community in mind at all times." It is well that druggists interest themselves

occasionally in civic affairs for it begets a profound respect for the profession among the laity of the country.

The Goldsboro Drug Co. has been appointed recently as agent for the well known and popular Rexall merchandise

Piedmont Topics

M. J. LEIMKUHLE, *Reporter*

MR. RALPH KIBLER, of the Kibler Drug Co., of Morganton, was confined to his home practically the entire month of January on account of an attack of influenza. We trust he has entirely regained his health and strength again.

MR. J. C. MILLS formerly of the Shepard Drug Co., of Charlotte, has resigned his position and moved to Lowell where he has purchased an interest in the Lowell Drug Co.

MR. LEONIDAS JACKSON has resigned his position with the E. R. Thomas Drug Co., of Duke, and has been succeeded by Mr E. J. PITTMAN, of Fairmont.

MR. E. R. THOMAS has purchased the West Durham Drug Co., of West Durham.

Fire originating in either the basement of the Bland Hotel or the rear of the Bland Pharmacy, completely destroyed an entire business block in Troy early on the morning of January 27. The estimated loss is placed at \$100,000 with only \$2,000 insurance.

Nearly two hundred druggists of North and South Carolina attended the annual convention of Rexall stores of the Carolinas held in Charlotte, at the Hotel Charlotte on January 27-28. Officials of the company present were GEORGE M. GALES, of Boston, vice-president of the United Drug Co., DR. H. L. BYERS, director of conventions; DR. E. S. BARKER, of Boston, sales manager of the pharmaceutical department; W. A. UNDERWOOD, sales director; J. D. AGNEW, representative of the company in the Carolinas; S. E. HARTFORD, of Boston, J. D. McMILLEN, of Boston, manager of the pure food department; W. D. HOOD, of Smithfield, president of the North Carolina Rexall club, and CARROLL M. MILLER, of Laurens, president

of the South Carolina Rexall club. Some of the interesting papers read were "Special and One Cent Sales," by A. G. WEBB, representative of the company in the Carolinas; "Pure Food and Fountain Supplies," by J. D. McMILLEN; and "Toilet Goods," and "What Becomes of a Dollar," both by DR. H. L. BYERS. The principal address of the convention was made by GEORGE M. GALES. In addition to the business sessions the delegates were delightfully entertained at a luncheon on the first day of the meeting and at a banquet at the Hotel Charlotte on the closing evening of the convention. Officers elected were: *For North Carolina*, President, W. P. HALL, of Forest City; Secretary and Treasurer, L. W. McKESSON, of Statesville. *For South Carolina*, President C. D. EVANS, of Iva; Secretary and Treasurer, LEE HODGES, of Greenwood.

In and Around Gastonia

W. F. CRAIG

MR. J. B. THREATT, formerly with the Loray Drug Store, of Gastonia, has been manager of the City Pharmacy in the Textile City since the first of the year. The former manager of this store, MR. M. C. McNEALY, is not practicing pharmacy at present.

The Torrence Drug Co., of Gastonia, is again giving the public all night service. MR. J. J. O'DONNELL, formerly with the Carswell Drug Co., of Winston-Salem, is night prescriptionist.

MR. F. L. FURR, who has been with Bilbro's Drug Store, at West Asheville, for the past several months, accepted a position with the Lynch Pharmacy, of Charlotte, the middle of February.

MR. C. A. WILSON has resigned his position as prescriptionist for the Waxhaw Drug Co., of Waxhaw. We understand that Mr. Wilson is at present enjoying an extensive trip to Florida and Cuba.

DR. LEE JOHNSON has bought the Peoples Drug Store, of Gastonia Mr. "RED" WHITE, formerly of York, S. C., is in charge of the prescription department.

News from the Charlotte District

S. P. HALL, *Reporter*

MR. LEE BAILEY, formerly with Burrow Martin and Co., of Norfolk, Va., is now with Jas. P. Stowe Drug Co., of Charlotte.

The Yates Pharmacy, of Charlotte, has installed the latest type of "Green" soda fountain with an electric refrigeration plant. This is the second fountain of this model to be installed in Charlotte.

DOCTOR MCGREGORY, of Columbia, S. C., has moved to Great Falls and taken up the managership of the Republic Pharmacy.

MR. J. H. HUEY, who has been prescription clerk for the J. L. Phillips Drug Co., of Rock Hill, S. C., has opened a drug store of his own in the same town under the name of the City Pharmacy.

MR. HERMAN CLINE, who resigned his position some time ago as manager of the F. L. Smith Drug Co., of Kannapolis, is now traveling for the Eberhardt Faber Pen-cil Co.

MR. JAMES SAPPENFIELD, who has been manager of the Republic Pharmacy, of Great Falls, S. C., has gone to Kannapolis, to fill the position with the F. L. Smith Drug Co., made vacant by Mr. Cline's resignation.

Call for Papers

E. V. KYSER, *Chairman*

Scientific Section N. C. P. A.

The program committee for the Scientific Section of the North Carolina Pharmaceutical Association is earnestly asking that you help make the initiation of this new section at Blowing Rock such a success that its continuation as a part of the activities of the N. C. P. A. may be assured in the future.

There are many problems which confront the pharmacist in the daily practice of his profession. These problems may be methods of compounding, dispensing, incompatibilities, deteriorations, therapeutics or pharmaceutical technique, and are of the utmost importance to the pharmacist in the proper development of pharmacy as a profession.

As a part of the program the committee has arranged to have DR. A. L. WALTERS,

head of the Department of Experimental Medicine of Eli Lilly and Co., address the convention on "Insulin and Its Recent Developments." Those fortunate enough to hear Dr. Walter's address before the University of North Carolina Branch of the A. Ph. A last spring will be glad to know that he is to visit North Carolina again.

Titles for all papers should be in the hands of the chairman of the scientific committee by May first in order that the Convention Committee may know how much time to allot to the section.

Papers on practical, dispensing, or scientific subjects relating to pharmacy and its allied branches will be heartily appreciated and cordially accepted.

U. N. C. School of Pharmacy Notes

The following students of pharmacy have recently joined the University Branch of the American Pharmaceutical Association: J. P. BARBOUR, Wilson Mills; G. G. BUCHANAN, Greensboro; J. A. BULLOCK, Creedmoor; E. L. BRADSHAW, Burgaw; W. D. ELLIS, Greensboro; W. A. GILLIAM, Elkin; W. J. LINDEMAN, Washington, Ind.; F. P. MERONEY, Murphy; G. NEVILLE, JR., Whitakers; E. F. ROBINSON, Wilmington; F. H. SCROGGS, Canton; and H. M. WINDERS, Fremont.

At the twenty-second meeting of the U. N. C. Branch of the A. Ph. A., held on the evening of January 23, DR. F. C. VILBRANDT, of the department of chemistry, delivered a most interesting lecture on "The Recent Advances in Chemistry."

The School was delighted to have a visit during the month from MR. W. A. WARD, '24. Mr. Ward is at present located with Finley's Drug Store, of Asheville.

MR. F. P. HOBBS, JR., of Greensboro, a student in the first year pharmacy class, has returned to college after an illness of several weeks at home. We are very glad indeed to report that he has entirely recovered.

MR. G. K. GRANTHAM, JR., was one of the attendants in the Hood-Holliday wedding in Dunn on February 18.

Dr. Pittenger Lectures at University

DR. PAUL S. PITTENGER, Chief Research Chemist with the H. K. Mulford Co., of Philadelphia, and lecturer on the biological assay of drugs at the Philadelphia College of Pharmacy and also at the Jefferson Medical College, delivered a most interesting address before the faculty and students of the University of North Carolina on the evening of February second. He came to Chapel Hill under the auspices of the University Branch of the American Pharmaceutical Association. Dr. Pittenger had for his subject, "Methods of Physiological Assay of Various Drugs." He brought with him various charts to illustrate what he had to say, and also a perfect menagerie consisting of dogs, guinea pigs, frogs, chickens, gold fish, etc., so that his audience might be shown the action of various drugs on these animals. A lecture illustrated from life proved an unusual attraction and a large audience listened attentively for more than an hour to what Dr. Pittenger had to say. Although the speaker was addressing the pharmacy students in his audience particularly, the lecture was made so non-technical in nature that everyone was able to understand and enjoy it.

The University Branch of the A. Ph. A. is bringing to the University each year outstanding men in the profession, and druggists of the state will do well to attend these lectures whenever possible.

General News Items

Teague's Drug Store, of Asheville, which was purchased recently by Mr. R. G. SCRUGGS, will be operated by the owner under the name of Scruggs Rexall store.

Among the North Carolinians who sailed on the steamer "Fort Hamilton" on February 21 for a cruise to Bermuda was Mr. NORMAN W. LYNCH, popular druggist of Charlotte.

Mr. T. R. WILLIAMS, of Morristown, Tenn., who graduated from the University with the degree of Ph. G. last June, is now living in La Teria, Texas. He writes that he has bought an orchard and is busy just now setting out fruit trees. He says he has no idea of giving up pharmacy as his

profession, and that as soon as his planting is finished he will take the Texas Board and open a drug store of his own. His address is Box 575, La Teria, Texas.

While business is dull in Waynesville during the winter months Mr. JEFFERSON REEVES has gone to Florida to deal in real estate for a while. He is connected with the Square Deal Realty Co., 565 Central Ave., St. Petersburg, Fla. He will return to Waynesville in the late spring and will be connected again with the Waynesville Pharmacy.

The Virginia Pharmaceutical Association will meet in Staunton, June 23, 24 and 25. Headquarters for the convention will be the new Stonewall Jackson Hotel. We wish very much that the dates did not conflict with those for the North Carolina meeting as we should like to attend both conventions.

The Jackson-Fitchett Drug Co., of Duke, is a new drug store in North Carolina. The store was recently incorporated with an authorized capital of \$25,000, and \$6,000 subscribed by Mr. and Mrs. C. E. FITCHETT, of Dunn, and Mr. LEONIDAS JACKSON, of Duke.

Among the North Carolinians who have made substantial contributions to the A. Ph. A. Building Fund recently is Mr. C. B. MILLER, of Goldsboro.

Mr. ALLISON JAMES has sold the building in which the Owens Drug Co., of Winston-Salem is located. He has secured a long lease on the building, however, and the drug store will remain in its present quarters.

Mrs. E. A. WATKINS, formerly Miss THEO. B. TWITTY, of Rutherfordton, is now living in Charlotte. Her address is 411 Severs Ave.

The Porter Drug Co., of Concord, which suffered a heavy loss by fire some time ago, has been completely remodeled and restocked, and the firm is now doing business in greatly improved and more attractive quarters. Although the store was closed for only a few days after the fire practically the entire time of the owners since then has been spent in superintending the repair work and in disposing of the damaged stock.

Mr. R. M. BRAME has purchased from Mr. P. J. BRAME, successor to the Brame

Drug Co., of North Wilkesboro, all of Brame's Family Remedies and the well-known Brame's Vapomentha Salve with all registered trade marks and formulas. He will operate under the name of the Brame Medicine Co. MR. R. M. BRAME will have personal supervision of all Brame's preparations.

MR. W. R. WILKINS has purchased from MR. P. J. BRAME, successor to the Brame Drug Co., the retail and wholesale store, and will continue the same under the name of W. R. Wilkins.

MESSRS. P. H. THOMPSON, of Wake Forest, and H. E. WHITMIRE, of Greensboro, have recently joined the North Carolina Pharmaceutical Association.

MR. EDWARD P. GILKEY, who has been with Raysor's Drug Store for more than twenty years, retired from active work in the store on February first in order to devote more time and attention to his private affairs. Mr. Gilkey will still have a desk at Raysor's. There has been no change in ownership or in the general policies of the store. MR. FRANK H. PENDER has been appointed manager, and MR. CHAS. H. MILHOUSE, assistant manager. Mr. Raysor will maintain a general supervision of the store, but will turn over the details of managing to the younger men.

On the Exposition Committee for the Third Eastern Carolina Exposition and Automobile Show, to be held in Smithfield, April 13-18, are MESSRS. C. P. HARPER, of Selma, and W. D. HOOD, of Smithfield. If the entire committee is made up of such live wires as the two druggist representatives the success of the exposition is assured. The partial program already announced sounds very attractive with such attractions scheduled as two addresses by Billy Sunday, a concert by Marie Sundelius, etc.

At the recent annual meeting of the Dunn Merchants Association MR. D. H. HOOD, was elected first vice-president for the coming year. He was also made a member of the board of directors.

Druggists attending the inauguration of Gov. McLean were MESSRS. A. A. JAMES, of Winston-Salem; G. W. WATERS, of Goldsboro; W. C. FERRELL, of Nashville; and C. L. EUBANKS.

We understand that MR. G. K. GRANTHAM, of Dunn, has been sick. We trust that he has entirely recovered.

MR. and MRS. G. E. BROOKSHIRE, of Asheville, recently started on a motor trip for pleasure through Florida, but the expedition was far from a pleasant one. Shortly after reaching the "Gator State" the car turned over and caught on fire. Fortunately Mr. Brookshire and his wife escaped without injury. A little later, however Mrs. Brookshire had the misfortune to have her traveling bag stolen which contained valuable jewels and wearing apparel.

Friends of MR. J. L. SUTTON, of Chapel Hill and Durham, will be delighted to learn that he is rapidly recovering from a major operation which he recently underwent at Johns Hopkins Hospital.

An Attractive Opening

The JOURNAL has just learned that a druggist in western North Carolina desires to sell his store and retire from the active practice of pharmacy. The store is an old and well established \$15,000 business in an attractive mountain town. Any druggist who may be looking around for an opening in the western part of the state would do well to write the JOURNAL. The store will be sold for cash only.

A New Drug Store for Dunn

Thomas R. Hood and Co., is the name of a new drug store which will be opened in Dunn about March first. The company has purchased a brick building on East Broad Street and orders have been placed for the fixtures and stock. The store will be under the management of MR. THOMAS R. HOOD, son of MR. D. H. HOOD, of the firm of Hood and Grantham. He graduated from the State University with the degree of Ph. G. in 1923 and from the Philadelphia College of Pharmacy in 1924. On February 18 he was married to Miss Florence Eugenia Holliday, of Dunn. We are wishing for the new firm every success.

MARRIAGES

Mr. and Mrs. B. C. Cannady, of Durham, announce the marriage of their daughter, Miriam Ruth, to MR. GUY OSCAR TRIPP,

on January 26. Mr. and Mrs. Tripp are at home to their friends in Winston Salem where the former is connected with the Fairview Drug Co.

News has just reached the JOURNAL of the marriage of Miss Mattie Louise Adams and Mr. WILLIAM H. CANADY, in Frederick, Oklahoma, on August 5. Mr and Mrs. Canady are living in Richmond, Va., at 1220 Floyd Avenue. Mr. Canady is well known to North Carolina druggists, having formerly lived in Benson, and having passed the N. C. Board in 1915. He is at present connected with the Homes Pharmacy, 2800 E. Broad Street, Richmond.

Mr. O. G. CHALKER, who has been manager of the Taylor Drug Co., 1310 E. Fourth St., Winston-Salem, for several years, and Miss Lucile Yingling, of the same city, were married at high noon on February 25. After an extensive wedding trip to Florida, Mr. and Mrs. Chalker are at home to their friends in Winston-Salem.

DEATHS

MR. WILLIAM BARKER died early on the morning of January 26 in a Salisbury hospital where he had been desperately ill for some days. Mr. Barker was a native of Salisbury and was seventy-two years old. Early in life he became a druggist, having been licensed in 1881, the first year of the operation of the pharmacy law. He actively practiced his profession until his final illness.

MR. ROY CHAMPION, well known North Carolina druggist, died at his home in Winston-Salem on the evening of January 27. He had been ill for only a few hours. The funeral was held from the residence and interment made in Green Hill cemetery, Greensboro, the former home of the deceased. At the time of his death Mr. Champion was connected with the Owens Drug Co.

How Gullible Are You?

(Continued from Page 164)

vertiser sets up. For example, the advertisement in question carries this flaming headline: "Any Druggist Can Make Almost 100% on ——— (Name of article)."

"Truth in advertising" is not, of course, literal truth in the sense that it makes no allowance for reasonable exaggeration of merit, but it nevertheless has fairly well defined bounds beyond which no advertiser has a moral or ethical right to go. In the advertisement above, the claims went four times beyond facts, and that is too far to go, even in seductive salesmanship.

Exempt Preparations

(Continued from Page 168)

result. According to reports some of our men have been selling larger quantities than the above, and in some cases permitting it to go out of their stores without bearing a label. Such a practice is to be deplored and of course will eventually mean serious trouble for those who engage in the practice.

Insurance Proposition

The Insurance Committee of the Association up to the present time secured more than three-hundred thousand dollars of insurance, which amount is being carried by the Ohio Hardware Mutual Insurance Company of Coshocton, Ohio. This amount represents slightly less than two-hundred policies. The Ohio Company returns forty per cent of the annual premium paid each year. Already a large number of the druggists of this State who placed a part of their insurance with us a year or more ago have received the Unabsorbed Premium Check from this Company for forty per cent of the amount they had paid to the Company. This of course indicates the possibilities of such an endeavor on the part of the Association. The Insurance Committee is very much gratified with the progress it has made, and the policy holders are very much pleased, some of them having already placed additional insurance with us, and are asking that our own Company be organized as soon as practicable. Nothing preventing the Committee plans to organize late in the Spring, and certainly not later than the Annual Meeting of the Association in June. In the meantime every druggist who has not placed a policy with us is urged to do so. The more insurance we have the more we shall be able to save for the policy holders, and the more we shall be able to do for the Association.

John Haywood Hardin

It is eminently fitting that tribute be paid to one of the founders of the North Carolina Pharmaceutical Association; to a druggist who has been a member of the organization since the initial meeting in Raleigh on August 11, 1880; to one who has been affiliated with the American Pharmaceutical Association continuously since 1881; and to a pharmacist who for fifty-three years has ever upheld the highest ideals of his calling. In appreciation of this long and devoted service to North Carolina pharmacy the April issue of the CAROLINA JOURNAL OF PHARMACY is dedicated to John Haywood Hardin with the wish that in more adequate manner could be expressed how greatly Tar Heel druggists admire and respect this skillful pharmacist and courtly gentleman, and how sincerely Wilmingtonians love and venerate this splendid citizen, who for over two score years and ten has unassumingly, conscientiously, and effectively practiced his profession on the banks of the Cape Fear.

* * * * *

John Haywood Hardin was born in Washington, D. C., on July 31, 1853, the son of Lauriston Bonaparte and Augusta (Lane) Hardin. When a small boy his parents moved to Wilmington, N. C., and it was in this city that Mr. Hardin obtained his academic education in Gen. Colston's Military Academy from 1869 to 1872. In the latter year he began his long career in the pharmaceutical profession by entering the employ of Dr. W. W. Lane as an apprentice. He remained with Dr. Lane until 1875, and then for one year served as a clerk in the drug store of Dr. T. S. Burbank. From 1876 to 1880 he was employed in Mr. J. K. McIlhenny's pharmacy, subsequently resigning to go into business for himself under the name of Hardin's Palace Pharmacy at 126 S. Front St. Since that time the store has been noted for efficient service and courteous treatment. In 1915 the firm name was changed to Hardin's Pharmacy.

Mr. Hardin was married on Dec. 14, 1881 to Miss Fannie Brooks Manning, of Wilmington, who died several years later. On Dec. 7, 1898, he married Miss Mary Benthall Brooks, of Portsmouth, Va. Mr. Hardin has seven children, namely, Jennie (Mrs. W. A. Dunn), Lauriston (Mrs. Thos. C. Darst), Mary, Sue, Edward Manning, John H., Jr., and Eugene Brooks. His eldest son, Edward Manning, graduated from the Medical College of Virginia in 1914 with the degree of Ph.G., and successfully stood the North Carolina State Board examinations in June of the same year. After another year at the Virginia college, serving as an instructor and at the same time pursuing advanced study in pharmacology, he was awarded the Ph.C. degree. He then began practicing his profession in his father's store and was associated with the firm until the outbreak of the World War called him into service of his country. Upon his return from France in April, 1919, he was taken into partnership by his father, the firm operating under the name of John H. Hardin and Son.

During the next four years the firms of Hardin and Tuttle, Inc., Hardin and Mattocks, Inc., and Hardin and White, Inc., were formed, operating four stores, viz., Hardin and Tuttle, the Brooklyn Drug Co., the Hanover Drug Co., and the Pinehurst Pharmacy, with Mr. John H. Hardin, Sr., as president of Hardin and Tuttle, and vice-president of Hardin and Mattocks, Inc., and Hardin and White, Inc. He has now disposed of all his interests in these firms and devotes his entire time to his original store. On July 1, 1924, Mr. Edward Hardin severed his connection with his father's Front Street store and is now proprietor of the Hanover Drug Co. and the Pinehurst Pharmacy. On July 1, 1924, Mr. John H. Hardin took into partnership his youngest son, Eugene, who had received the Ph.G. degree from the University of North Carolina in June, 1924, and who had been granted license to practice pharmacy in this state a few days later. The firm name remains John H. Hardin and Son.

Mr. Hardin is a member of St. James Episcopal church, and only recently resigned as vestryman after a long and faithful service. He is a staunch Democrat, and holds membership in the Masonic order, the Odd Fellows, Red Men, Knights of Pythias, and Woodmen of the World.—A. N.



JOHN HAYWOOD HARDIN, of Wilmington
A North Carolina Druggist for Fifty-three Years

The Carolina Journal of Pharmacy

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The Forty-Sixth Annual Meeting of the N. C. P. A. Will be Held at Blowing
Rock, June 23-25, 1925

Mr. Bennett Retires from the Board

Mr. K. E. Bennett, of Bryson City, will shortly leave his post as a member of the North Carolina Board of Pharmacy. On April 28 he will be succeeded by Mr. J. A. Henderson, of Charlotte. The fact that Mr. Bennett lives so far away from where the examinations are held, and the press of his business affairs, combined to make him feel it best to relinquish the Board work to which he has for five years given such devoted attention. On the eve of his departure into private life again, the JOURNAL wishes to thank this loyal son of the Association for the hard hours he has put in as an examiner, and particularly to commend him for the character of effort he has shown during his term of office. The average druggist has but little idea of the labor involved in the semi-annual examinations of the Board of Pharmacy, and hence can hardly appreciate what a mean job an examiner has to handle every six months. We know that Mr. Bennett is glad to be relieved of it, and on his account we are glad over this lightening of his load, but at the same time we shall miss his handshake next June and be genuinely sorry that he no longer will be dropping in on us regularly for a smoke and chat.

Blowing Rock Meeting

President Stowe says that next to Charlotte, Blowing Rock is just naturally the finest place on earth. He even puts its ahead of Charlotte as a place to hold a summer convention. Since he is a man of excellent judgment we would believe what he says about it, but it so happens that we do not have to rely solely upon his estimate of the place because we have been there and know what a really delightful spot it is. In all seriousness we want to say that if a North Carolina druggist misses the opportunity next June of going to Blowing Rock for the annual convention of the Pharmaceutical Association, he will have missed a wonderful occasion to be in a wonderful place. It is not that the country there is so high, though it is just about twice as far skywards as Asheville, nor that the hotel there (Mayview Manor) is the best one in North Carolina, though it pleases us more than all others, but it is because of an indescribable feeling of ex-

hilaration—a sheer joy of living—that a person gets in Blowing Rock which he does not get so markedly anywhere else in the State. One may walk for miles and not feel tired; may eat enormously and shortly afterwards feel hungry; may sleep twelve hours one night and know that another twelve may follow the next. If a visitor is inclined to walk, there are dozens of trails that tempt him onwards; if he prefers to ride, there are roads that hold out lures at every turn; if he wants to golf, there are links that will make a 100-yard drive look like a wizard had got behind it; and if he wants to fish, there are pools, overhung with towering cliffs, that contain the rainbowingest trout on earth. There is just one drawback: nobody ever wants to leave.

In this sort of environment the Association will hold its forty-sixth annual meeting. The hotel has an excellent assembly room which will be cool and quiet, and in this room the serious side of the convention can be held without any of the distractions or unpleasantness that always abound in cities where heat and street noises make it difficult for even the most earnest delegate to maintain interest in the business sessions. In such an atmosphere and among such surroundings Mr. Chas. M. Holton, president of the American Pharmaceutical Association, will discuss retail drug problems of today as he finds them in his busy Newark store; Dr. A. L. Walters, of Eli Lilly and Co., will relate the newest developments in Insulin manufacture and therapy; Prof. Kyser's Scientific Section will discuss the most approved procedures in dispensing work; Mr. C. T. Council's Trade Interests Section will report upon current conditions in the merchandising field; Attorney Bowman will go thoroughly into legal and legislative matters that worry the retailer; Chairman Tarkenton will present live subjects for debate that will make the most uninterested delegate sit up and listen; President Stowe will go into the heart of North Carolina drug store problems as he has seen them during his executive term of serious study; while other officers and members will lend their counsel and advice to the end that better things may be planned for pharmacy in this State during the following year.

History of the Justice Drug Co., Greensboro, N. C.

The Justice Drug Co., a wholesale drug establishment in Greensboro, N. C., is celebrating the 28th anniversary of its existence, and the fifth anniversary under its present management. The history of this big business is closely interwoven with that of Greensboro. It was founded by Lunsford Richardson in 1897. Mr. Richardson, a registered druggist, was engaged in the retail drug business under the firm name of Richardson and Farriss. Incidentally, this firm was occupying at the time the drug store building in which William Sidney Porter (O. Henry), America's most renowned short story writer, began his career as a drug clerk.

Mr. Richardson was interested in a preparation that he called Vick's Croup Salve, in which he saw possibilities for unusual service to humanity. He was a man of deep convictions and it was his belief that the application of this remedy would save many lives. It was with this in mind—to gain distribution for his Vick's Croup Salve—that Mr. Richardson organized in 1897 the L. Richardson Drug Co., which is today the Justice Drug Co. He sold his retail holdings and devoted his whole attention to this new business, which was formally organized on Feb. 15, 1898, with the following list of officers: R. G. Vaughn, president; Dr. J. E. Logan, vice-president; L. Richardson, secretary-treasurer and general manager. The first home of the company was situated at 534 S. Elm St., Greensboro, with floor space of 5,000 square feet. On Jan. 14, 1902, the directors of the company purchased the five-story brick building at the corner of Davie and Depot streets, the present home of the organization, which enabled the company to increase its stock with a line of drugs and other merchandise handled by druggists.

Mr. Richardson, however, was so deeply interested in his Vick's Household Remedies that he decided again to devote his whole attention to their distribution, so, on July 5, 1905, he sold his interests in the L. Richardson Drug Co. to R. L. Justice and purchased from the company the good will and trade-marks of the Vick's Remedies.

Whereupon he organized the Vick Chemical Co., which is at the present time known throughout the United States and many foreign countries where distribution of "Vick's" has been established on a large scale. Mr. Justice at that time assumed charge of the wholesale business and changed its name to Justice Drug Co. Under his astute guidance the company grew very rapidly.

On July 1, 1920, Mr. Justice decided to retire from active business and accordingly sold his holdings in the company to a group composed of Messrs. P. A. Hayes, D. F. Hayes, G. C. Hayes, C. M. Hayes, J. P. Hayes, T. S. Simpson, D. L. Shreve and C. J. Kee. Mr. P. A. Hayes had been traveling salesman for the organization since January, 1904, and had become interested in several retail drug stores in the state. After acquiring controlling interest in the Justice Drug Co. he disposed of these retail holdings and on Jan. 1, 1921 was elected president of the concern.

The company now occupies a total floor space of approximately 40,000 square feet. It employs twenty-five people, including the following: P. A. Hayes, president and general manager; J. E. Justice, Jr., vice-president and sales manager; D. F. Hayes, vice-president and buyer; C. J. Kee, secretary-treasurer and manager of the credit department; G. W. Neister, manager of the sundry department; E. C. Wilson, chemist and manager of the pharmaceutical department; J. R. Kelly, head pricer; C. M. Hayes, auditor; O. C. Trogden, manager of the shipping department; T. B. Waugh, manager of the order department. T. S. Simpson, who has been with the company for more than fifteen years is the western North Carolina salesman; Dan Compton represents the company in the northeastern territory; while J. P. Hayes takes care of the southern North Carolina territory. Ralph Justice has charge of the city sales. Paul Henley, a recent recruit to the sales force is the special sundry salesman. The present board of directors is as follows: R. G. Vaughn, C. J. Kee, J. E. Justice, Jr., R. C. Kelly, C. A. Hines, D. F. Hayes and P. A. Hayes.

SELECTED PAPERS

Are You Shaking Up or Rattling Down?*

By C. B. MILLER, of Goldsboro



M a n y
years ago as
an appren-
tice you
washed bot-
tles, swept
the store,
filled the cas-
tor oil and
paregoric
bottles, and
packed the
salts and sul-
phur in car-
tons. While
doing so y
watched the
s k i l l e d

pharmacist compounding prescriptions with care and precision, weighing dangerous drugs with a delicacy born of experience, and there arose in your breast the inspiration that some day you too would be able to fill that responsible position with honor. You hoped that some day you would be the owner of your own store; that some day you would be able to put into practice the valuable experience you were then getting; and that some day you would be counted among the "Who's Who" in pharmacy. You had in your breast the ambition to conduct a drug business on a high plane and to succeed no matter what the sacrifice might be. At night, when tired out from your long and strenuous day's work, you built your castles in the air, looking forward to the flight of years which would bring to you a happy realization of these dreams and a cozy home with the queen of your realm a happy and contented helpmeet. In the course of time you secured your

certificate as a competent pharmacist, and at last these castles in the air took the form of happy realities as you found yourself in the possession of the goal towards which you had so studiously and fondly striven and started in business for yourself.

What have you done with your opportunities—what have all of us done with the golden opportunities we possessed at the start? Is our business all that we would have it? Is it a business in which we have found our place; is it a business which we love; is it a business to which we point with pride; is it a business in which the medical profession, as well as the trading public, have implicit confidence; is it a store, the mention of whose name carries with it confidence, security, and fair dealing? Have we kept the faith, and have we kept up with the progress of the age in all that modern pharmacy implies? Has the kaleidoscope of time transformed our air castles into actualities? Are we, as citizens of our community, an asset to our town; are we identified with the elements that stand for civic righteousness, progress and common fellowship? In other words, are we shaking up or rattling down?

Let me illustrate what I mean by these terms. Fill a jar with large and small beans, and shake the jar. You see the small beans rattle down to the bottom, while the large beans come to the top. Reverse the jar and shake again. You will see the same result; the small fellows rattle to the bottom while the large ones rise to the top. The little beans may say it is just their bad luck to rattle down, but they got the same shaking as the large ones. The little beans

* Presented at the Forty-third Annual Meeting of the N. C. P. A.

may say that the big ones never gave them a chance anyway—that they were crowded out of their places and shoved down—but the same shaking rattled the small ones down and the big fellows up to the top. This jar represents our life. We all get a shaking in our business life and the same shaking brings the big fellow to the top, while the small chaps rattle down.

The opportunity in the beginning of our business careers to rise is the same no matter where we are located. Whether we have small capital or large capital, the opportunities to rise and succeed are the same. In the rush of business we are all small and large beans. We are all getting the shaking, and some have risen while others have fallen down. This is not just luck, there is a philosophical reason for it. Some have taken advantage of the opportunities at hand, while others have ignored their golden chances. We have not taken time to improve our opportunities, but have lived like the clam too close in our narrow selves. We have never been on the outside of our business and taken a look inside. Our horizon has been limited to the four walls of our store and certainly we cannot grow bigger in this wise. Too many of us live the lives of the hermit. Too many of us try to conduct our business as a one man's business. Too many of us feel that if we went away for ten days our business would go to smash. We are not training some one else to assume the responsibility. We do not force this responsibility on our clerks and we are committing a big mistake—we are business suicides. We are missing the pleasures of life and failing to gain the business acumen that other men in other professions get by occasional relaxation from drudgery and mixing with their business associates. It is true that our profession does not give us as many opportunities of this nature as other professions, but my friends, all of us can enter into these diversions to a much greater extent than we do. It is our own fault that when representative men are chosen for specific and responsible duties in our several communities so few druggists are selected. We are just as well qualified to fill these positions as are other men in our towns.

Let's get out of this rut! Let's get a broader view of life! Let's increase the horizon of our existence! Let's get more relaxation and pleasure out of life! Let's get into the "swim" for we will soon be gone and what does it profit us to slave and deny ourselves the pleasures of life when other men are sipping the sweets? A man in our profession should be in touch with all the activities of his community as well as keep pace with the progress directly in line with his life work. He should rub elbows with men in the other marts of life in the social clubs, in politics and in church. If we are not already members, we should join some organization in our town which is conducive to social intercourse, enlargement of vision, expansion of ideas, and which fosters a love of fellowship. We are competent to fill just as important a place in our communities as other men but we must get into the "push"; nobody is going to push us in. There is no group of men in any profession or calling who are superior to the men who compose the profession of pharmacy in the State of North Carolina, but we are living crucified lives on the cross of our stores. We cannot know the joy of living and continue to slave as we do. A successful business we can have without it, but at the same time there are no short cuts to business success. When God wants to make an oak he takes a hundred years, but when he wants to make a squash he takes two months.

Making good is no easy matter. It comes from years of toil and steady plugging. It certainly does not come by the correspondence school method. Business must be our first thought and pleasure our second thought, but we must mix pleasure with business or we will rattle down since "all work and no play makes Jack a dull boy." Opportunity knocks at the door of every man at least once. Recognize it when it does and grasp it firmly. It is not mere chance that some rattle down while others shake up to the top. Each one of us finds our place in the jar of life according to our size. In the shaking the smallest goes to the bottom, the next largest a little

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Something of What Happened at Raleigh

With the regular session of the General Assembly of 1925 in the background, the writer will undertake to tell JOURNAL readers something of what happened during the sixty-third session which came to an end at midnight on March 10, particular reference being made in what is to be set out to the measures directly affecting retail druggists which were enacted into law, and to the measures proposed which likewise would have affected us had they become law.

Never before in the history of North Carolina nor of any other state in the Union, for that matter, has the law-making body been confronted with the problem of making provision in one year for as much additional revenue which had to be raised to meet the operating expenses of the State's government as the Legislature, recently adjourned, was called upon to make. Soon after settling down to work the report of the Budget Commission was made, asking for fourteen million dollars annually for the next two-year period, and at the same time showing that expenditures for the same period had been more than eleven million dollars per annum, while the revenue collected amounted to less than eight million dollars per annum. It was learned also that there was a deficit of more than nine million dollars instead of four or five millions, as many of the legislators thought it to be before reaching Raleigh; and some members had been led to believe that there was no deficit at all.

Therefore with this situation to overcome, the Finance Committee immediately began in earnest with its work on the Revenue Bill, trying to find new sources of revenue and to raise taxes already imposed, in order to meet as much so as possible the needs and increased demands for additional revenue. Hence, throughout the entire session the matter most considered was that of raising revenue. The result is that the Revenue Act of 1925 as passed provides for twelve million dollars annually for the next two years, a net increase of fifty per cent over the Revenue Act of 1923, which means of course that every profession, firm, corporation and business of every kind has been hit by some new tax or by an increase in the tax paid during the past two years. Additional schedules covering trades and businesses which have either sprung up or which have heretofore gone untaxed were incorporated in the revenue bill; and license, privilege, franchise, inheritance and income tax rates were raised to the limit, in some cases the increase amounting to as much as five hundred per cent.

It took but a short while in Raleigh after the Legislature convened to convince your attorney, Representative Crawford, the one druggist in the Legislature and the Legislative Committee of the Association that our efforts should be directed primarily in trying to keep off further tax burdens, and particularly a sales tax on the so-called luxuries, better known as nuisance taxes, which we knew was to be proposed and for which there was considerable sentiment throughout the entire session. In fact, many of the legislators, some of whom were members of the Finance Committee, while looking with disfavor upon a sales tax in any form at the same time were of the opinion all along that such was the only available plan by which the additional revenue needed could be raised, and had it not been for the combined work of the different organizations opposed to it and for the many letters from druggists and merchants over the

State demanding that expenditures and appropriations be further cut instead of imposing nuisance taxes, there is no doubt in my mind but that the proposed nuisance taxes would have been incorporated in the revenue act. Not until the day before adjournment did those of us who had been on the job constantly fighting the proposal know that there was to be no sales tax, even though the Madison Sales Tax bill, H.B. 690, and many other similar proposed measures had been turned down by the Finance Committee.

But, with the tremendous increase in the taxes already imposed and the adding of new tax schedules, fortunately retail druggists who have too many times heretofore been made the goat in the matter of taxation, emerged from the fight this time with fewer scars than most any other class, despite continuous efforts on the part of some from start to finish to hit certain articles of drug store merchandise. Besides increases in the income tax rates of from twenty-five to more than sixty-five per cent which of course affects every individual and class fortunate enough to be able to pay taxes on incomes, the Revenue Act of 1925 makes increases in but two schedules applicable to the drug business over the Act of 1923. (1) It increases the license tax on retail dealers of cigarettes and cigars inside of incorporated towns of over one thousand population from \$5.00 to \$10.00 per annum. Such dealers outside of incorporated towns and in the incorporated towns of less than one thousand population are required to pay but \$5.00. No county may levy a license tax under this section, and no city or town may levy an amount in excess of that imposed by the state. (2) It increases the license tax on soda fountains in towns between fifteen and twenty-five thousand population from \$25.00 to \$30.00 per annum, and in towns of over twenty-five thousand population from \$25.00 to \$40.00 per annum (all rates under fifteen thousand remaining unchanged), whereas the old rate is \$25.00 per annum in all towns of over fifteen thousand population. Under the old schedule, however, cities and towns were permitted to levy under this section an

amount equal to that imposed by the state, while under the new schedule they may levy only one-half that amount. Thus it will be seen that in all cities and towns of less than twenty-five thousand population in which the latter is levied, and it is my information that this is generally done, the amounts to be paid under the new schedule are less than have been paid under the old schedule, only in the cities of more than twenty-five thousand population will the amounts be more—\$10.00 per annum. No attempt was made to bring about a reduction in the proposed increased tax on dealers of cigarettes and cigars, the reason being that the amount involved in dollars was small and with the enormous amount of revenue to be raised the Legislative Committee thought that we could not with grace interfere, if we expected to make our influence felt in helping defeat the sales tax and other tax measures proposed which meant so much more to our very existence. However, a strenuous effort was made to forestall the increase on soda fountains, both before the Finance Committee by your attorney, and on the floor of the House by those members representing the larger cities of the State, which increase is so out of proportion and in no wise justifiable that it is hard to conceive how any lawmaking body would really consider it, yet in each instance the proposal to reduce was voted down overwhelmingly.

In addition to the proposed sales tax measure, levying taxes as follows: CIGARETTES—\$1 per M on regular sizes; \$2.40 per M on large; CIGARS—\$2 to \$10 per M; TOBACCO—6c per pound; LITTLE CIGARS—50c per M; CANDY—10c per pound selling for less than 80c, with 10% additional above that price; COSMETICS AND PERFUMES—10%; CHEWING GUM—1c for each 5c; SOFT DRINKS—20%; AD-MISSION—1c for each 10c, a State Merchant's tax of \$10.00 and a license tax of \$10.00 annually on retail dealers of playing cards also were proposed, but met the same fate as the sales tax proposition. And too an attempt was made to place druggists under the professional tax along with physicians, attorneys, dentists, etc., which was

raised from \$5.00 per annum to \$25.00 per annum. This, however, was stopped before gaining much headway.

At the instance of certain citizens of Durham, including Judge Graham of the Recorder's Court, Dr. Braswell of Nash County, Chairman of the House Health Committee introduced H. B. 792, A Bill to regulate the sale, dispensing, giving away and the use of opium, coca leaves and derivatives and compounds thereof, together with an accompanying bill providing for the compulsory commitment for treatment of addicts to the State Hospital. Upon examining this measure carefully it was found to be a verbatim copy of the Pennsylvania Narcotic law, the provisions of which conform to the Harrison Act (Federal Law), and with which retail druggists now comply, except that under this act paregoric may not be sold to a child under twelve years of age unless such sale is made pursuant to a physician's prescription. This law does tighten up on the physician who furnishes narcotics to addicts by requiring that he shall make personal examination before treating them, and shall then report all such cases to the County Health Officer, and if no County Health Officer, then to the State Board of Health. It also gives more leeway to the State Courts in handling such cases. This measure passed the House without opposition but upon reaching the Senate provoked a bitter fight, finally passing by a small majority vote. Your attorney took no part in the fight and had nothing whatever to say about it except when called upon for an opinion or an explanation of the measure. Then he expressed his opinion only and made it plain that neither the Board of Pharmacy nor the Association were in any way responsible for its introduction, and were not particularly interested in its passage.

The Legislature hardly settled down to business when Representative Neal introduced a bill restoring to general stores in McDowell and Onslow Counties the right to sell paregoric. To avoid another fight on the paregoric question, Mr. Neal was asked to have the Committee hold his bill for a while until we could ascertain how many

representatives wanted this measure for their counties. This he did and several weeks after the bill quietly went through both houses and became law. In the meantime Whiteside of Henderson, Barker of Surry, and several others offered bills for their counties, but when it was explained to them that the country stores in their respective stores in their respective counties could now sell exempt preparations by first registering with the Collector of Internal Revenue under the Harrison Act, the bills were withdrawn. Thus another fight was avoided.

Because of the many other measures pending from the beginning the druggists bill, commented upon and published in the last issue of the JOURNAL, was not offered until late in the session. In the meantime both Representative Crawford and the writer had been working in its behalf, explaining its features and endeavoring to set some members of the Legislature who thought they would have to oppose it on the right track. When we thought this had been done and there appeared to be no opposition, Representative Graham of Orange, introduced the bill, H. B. 1450, and it was referred to the House Health Committee. After a hearing before this Committee, it was given a unanimous favorable report. But when it came up for consideration on the floor of the House considerable opposition had developed and several members asked that their counties be exempted from the act, which of course would have rendered the measure ineffective. It was then that the introducer asked that the bill with all its amendments lie upon the table, which ended the matter insofar as that Legislature was concerned.

In conclusion, the writer wishes to call attention to the valuable service rendered the Association and the druggists of the State by Hon. E. P. Crawford, the only druggist in the General Assembly, by virtue of his being a member of that body. To guard the interests of the druggists especially during the last Legislature required work both day and night many times on the part of Mr. Crawford and the writer, and too much credit cannot be given to the former for the part he played.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Greensboro Topics

R. A. McDUFFIE, Ph.G., *Reporter*

The Grissom Drug Co. has been purchased by the former employees of the firm, namely, MESSRS. L. W. JENKINS, manager, G. A. FLINTON, G. C. CLARK, and A. W. HARDIN. The store is undergoing extensive alterations. Beautiful new wall fixtures, a new sixteen foot soda fountain with iceless refrigerating system, and a new front are being installed. The policy and name of the new firm will not be changed.

MR. GRADY SISKE, of Pleasant Garden, is now prescriptionist for Liggett's Greensboro store.

Cline's Pharmacy, of Greensboro, has gone into the hands of the receiver. The referee appointed by the court turned the stock and fixtures over to the holder of the first mortgage and they were carried out of the city.

MR. C. M. FORDHAM and several Greensboro doctors have purchased the old Y. M. C. A. building back of the Guilford hotel. The purchase price was \$160,000. At an early date they propose to convert the present structure into a modern professional building.

We regret to announce that MRS. JUDSON BOAZ recently died in a Greensboro hospital following an operation for appendicitis. She is survived by two small children and her husband, who is a prescriptionist for the Jefferson Apothecary. To the bereaved family we extend our sincerest sympathy.

MR. GEORGE W. HART has resigned his position with the O. Henry Drug Store and moved to Winston-Salem where he is connected with Patterson's Drug Store.

MR. L. B. HUNT has severed his connection with the Owens Drug Co., of Winston-Salem. He has been succeeded by MR. MAURICE McNEELY, of Gastonia.

MRS. FRANK HAYES, whose husband is vice-president of the Justice Drug Co., recently escaped serious injury when the car in which she and a friend were driving was struck by a truck. Mrs. Hayes' car was completely demolished and her friend suffered a fractured skull. Mrs. Hayes was lucky enough to escape with only a few bruises.

JOKE: A society "high brown" walked into a drug store and asked for a dose of calomel. The clerk said, "Do you want an adult or an infant dose?" The customer replied, "Why I believe I needs an adultress dose."

Piedmont Topics

M. J. LEIMKUHLER, *Reporter*

MR. H. R. PAGE, formerly prescription man for Everington's Drug Store, of Laurinburg, is now connected with the English Drug Co., of Monroe.

MR. E. W. O'HANLON and family, of Winston-Salem, spent several weeks in Florida in February.

MR. G. W. C. RUSH has resigned his position with the Union Drug Co., of Monroe, and accepted a similar position with the Yadkin Drug Co., of Salisbury, succeeding MR. A. B. MACON, who is now prescriptionist for the Mount Airy Drug Co.

Born to MR. and MRS. A. L. FISHEL, of Winston-Salem, a son.

MR. A. HOMER SMITH, general sales manager, and MR. H. J. BRADY, assistant sales manager for Sharp and Dohme, were recent visitors to Charlotte.

The Sherard Drug Co., of Henrietta, has sold its stock to the Henrietta Mills Store of the same town, and MR. J. F. SHERARD, the former proprietor, has accepted the position of manager of the drug department of the Henrietta Mills Store. MR. JAMES KERR, formerly manager of the latter store,

is now prescriptionist for the Griffin Drug Co., of Kings Mountain.

MR. JOE O'BRIEN of the Pinehurst Pharmacy, of Pinehurst, has been confined to his home for several weeks due to an attack of malaria.

MESSRS. LINWOOD ROBINSON and W. O. WATKINS, of Rutherfordton, have purchased from MR. FRANK ROBINSON, the Lowell Drug Co., of Lowell. MR. J. C. MILLS is prescriptionist for the store. We understand that MR. FRANK ROBINSON has discontinued the practice of pharmacy and will be connected with a bank at Lowell in the future.

The Page-Hocutt Drug Co. is the name of a new drug store which will begin business in Henderson some time in April. The stock and fixtures were ordered some time ago. The proprietors, MESSRS. D. D. HOCUTT and C. E. PAGE, were formerly associated with the Paragon Drug Co., which was recently purchased by MR. G. J. ROWLAND. MR. E. P. CRABTREE, who was formerly the principal stockholder in the Paragon Drug Co., has purchased the store owned by Mr. Rowland in South Henderson.

Fire of unknown origin was discovered in the basement of the Bobbitt Drug Co., of Winston-Salem, early on the morning of February 8. Practically the entire storage stock, valued at \$4,000, was destroyed, the loss being fully covered by insurance. The stock in the main store and the fixtures were untouched, being located in the fire-proof Robt. E. Lee hotel building.

MR. H. C. GREENE has closed his drug store in Seversville, a suburb of Charlotte, and has accepted a position with the Lynch Drug Co.

MR. L. A. BAILEY has resigned his position with Jas. P. Stowe and Co., of Charlotte, and has purchased a half interest in the Redgate Pharmacy, of Norfolk, Va. MR. V. D. LEA, of the Carolina Pharmacy, one of Mr. Stowe's stores, will fill the position made vacant by Mr. Bailey. MR. K. A. KIRBY, formerly of the Griffin Drug Co., of Kings Mountain, will be prescriptionist for the Carolina Pharmacy.

News From Asheville

W. A. WARD, Ph.G.

MR. GUY E. BROOKSHIRE has accepted a position with Finley's Drug Store.

MR. C. E. CLINE, formerly of Hickory but who has been associated with Smith's Drug Store for the past several months, will tender his resignation shortly and will open a professional pharmacy in the new medical building in Asheville, situated on Market and Walnut Sts. Mr. Cline is a graduate of the Atlanta College of Pharmacy and successfully stood the North Carolina examinations last June. He affiliated with the State Pharmaceutical Association some weeks ago.

MR. C. D. STOWE, who has been prescriptionist for the Old Fort Drug Co., of Old Fort, for some time, has resigned and is now located with Smith's Drug Store in the Mountain City.

The druggists of western North Carolina are looking forward to a most successful tourist season this summer, a great number of visitors having already signified their intention to visit the "Land of the Sky" to enjoy the cool, summer breezes. Recently a large company of business men from western North Carolina, including a number of druggists, invaded Florida on a "Good Will Tour."

U. N. C. School of Pharmacy Notes

MESSRS. F. O. GARREN, Arden; M. R. BARNHARDT, Rockwell; T. R. BURGESS, W. C. WILKIN; and G. W. DILL, JR., Morehead City, have recently joined the University Branch of the A. Ph. A.

MR. A. B. McLEOD was recently called to his home in Angier on account of the death of his grandmother. The JOURNAL extends to him heartfelt sympathy.

The Beta Xi chapter of Kappa Psi announces the initiation on February 17 of the following: E. L. BRADSHAW, Burgaw; A. W. CLAYTON, Roxboro; SAM JENKINS, Lumberton; W. E. HARDEE, Stem; L. S. HARRISON, Littleton; and F. P. HOBBS, Greensboro.

The Alpha Gamma chapter of Phi Delta Chi announces the initiation on March 4 of the following: G. E. HENDERSON, Rowland; J. F. WOOTEN, Fremont; T. J. MOORE, Wilson, and A. B. McLEOD, Angier.

General News Items

MR. S. M. WRENN, formerly of Garner, but who has been prescriptionist for the Sherrill Drug Co., of Benson, since "passing the Board" in June 1923, has resigned his position and registered for special work at Davidson College.

MR. H. C. ROSS, of Badin, is now located with the Fairview Drug Co., of Winston-Salem.

MR. EARL DRIGGERS, who recently applied for North Carolina registration by reciprocity, has accepted a position with the Albemarle Pharmacy, of Elizabeth City. MR. F. G. JACOBS is the popular proprietor of the firm. Mr. Driggers is also registered in South Carolina and formerly practiced his profession in Marion, S. C.

MR. M. L. JACOBS, of Apex, who graduated from the University of North Carolina in 1921 with the degree of Ph.C., and who passed the State Board June, 1922, will receive the M.A. degree from the University of Nebraska this summer. Last year he was awarded a B.Sc. in Pharmacy by the same institution.

MRS. LEROY B. WILLIS, nee Miss Beatrice Averitt, of Cedar Creek, is now pharmacist at the Baptist Hospital at Columbia, S. C.

We understand that Sedberry's Drug Store, of Elizabeth City, will shortly move into attractive new quarters.

The JOURNAL is delighted to report that MR. H. L. POPE, who was dangerously ill for eight weeks after an operation for appendicitis is entirely well.

The Cox Drug Store, of Clinton, recently went into the hands of a receiver. The proprietor, MR. C. L. COX, has gone to Florida to live.

The firm of Johnson and Stephenson, Druggists, of Smithfield, recently went into the hands of a receiver.

MR. B. M. TUTTLE, formerly of Wilmington, has accepted a position with Hicks Drug Store, of Rocky Mount.

MR. C. C. MUNDAY, of Taylorsville, has rented new quarters for his drug store and will move into the building as soon as extensive alterations are completed.

The Edwards-Cain Drug Co., of Raleigh, has recently installed one of the Liquid Carbonic Co.'s 16-ft. "no loss" fountains.

MR. E. C. WORTHINGTON, of La Grange, has accepted the position of manager of the Bowen Drug Co., of Washington. This store is a recent addition to the business concerns of the Pamlico town, having opened the latter part of January.

On February first MR. A. W. PALMER, of Gulf, took over the managership of the Murchison Drug Co., of Sanford. MR. E. E. MURCHISON is now manager of MR. D. M. GURLEY's new store in the same town.

Hicks and Gorham, Druggists, of Rocky Mount, have moved their pharmacy from its location on Tarboro St. to a new building on Main St. The new home of the firm is most attractively fitted out. We congratulate the owners on their past success and wish for them many years of service and prosperity.

The Center Drug Co., of Winston-Salem, was recently incorporated, with authorized capital, \$25,000 and \$2,000 subscribed by MESSRS. J. H. STANCILL, Z. J. KNOUSE and R. P. RAWLEY, JR., all of Winston-Salem.

There has been a change in the management of the firm of Davis-Walker Drug Co., of Brevard, due to the fact that Mr. Walker's interests have been purchased by MR. WM. LONG, of Roxboro. MR. E. M. DAVIS, also of Roxboro, retains his interest in the store and the pharmacy will be operated under the present name.

The Jonesboro Drug Store, of Jonesboro, which was closed several weeks ago under the sheriff's orders, has been bought by MESSRS. J. A. WHITE, formerly prescriptionist for the store, and MR. W. W. MILLER, proprietor of the Lee Drug Store in the same place. The two stores will be consolidated and operated under the name of the Lee Drug Store.

The JOURNAL desires to extend sincerest sympathy to MR. JULIAN WHITE in the loss of his brother, and to MR. FRANK PENDER in the death of his mother.

MR. T. R. COLE, who has been practicing pharmacy in Smithfield for the past several months, is now in charge of the prescription department of Bilbro's Drug Store, West Asheville. Mr. Cole recently affiliated with the North Carolina Pharmaceutical Association.

The Pinnix Drug Store, of Kernersville, has recently moved into its new home located at the intersection of the Winston-Salem and Greensboro highways. The store formerly did business at this location but moved some time ago so that the old building could be torn down to make room for the new and modern pharmacy. This firm has been operating in Kernersville for the past twenty years, and the JOURNAL is wishing for it many more years of prosperity.

Fire was discovered in Lyon's Drug Co., of Oxford, early on the morning of March 9. When the firemen reached the scene smoke was puffing from the store and it looked as though the whole building would be burned. In a short while the flames were under control, however, but not until the soda fountain was almost completely ruined and the stock damaged from the smoke.

MR. E. L. PIKE, JR., has resigned his position with the Hillsboro Drug Co., of Hillsboro, and is now pharmacist for the Sherrill Drug Co., of Benson.

A Prophet Not Without Honor

The Pharmaceutical Era for February 14 carries an article copied from the "Bits O' Life" section of the *Chairtown News* of Thomasville. The *News* pays a splendid tribute to MR. CHAS. R. THOMAS, druggist of Thomasville since 1898. The article says: "Speaking of drug stores reminds me of Charles R. Thomas. Funny fellow, but you have to admit he has made a success of running a drug store. I have watched him and have decided his success is due to the service he gives. The minute you open the door he is speaking to you and gets what you want quickly. And if he hasn't got what you want, and a drug store should sell it, he will get it here on 36. I used not to like him, in fact wouldn't speak to

him, but now, he is one of my best friends. A lot of folks talk about the critter having faults, but we all have them. He is taking an interest in the town, and is building houses and doing things without any loud blasting of trumpets. There is going to be a lot of good things said at that man's funeral, as it is human nature to wait until after a man's dead to tell him you appreciated him. Let's get out of that rut."

For Sale

A 10-ft. Lippincott soda fountain in splendid condition. Any druggist interested will do well to write to Edwards-Cain Drug Co., Raleigh.

An Irresistible Invitation

Student Members of the A. Ph. A.
of the
Classes of '25 and '26
of the

U. N. C. School of Pharmacy
Cordially Invite

All A. Ph. A. Members in the State
To Their

Annual Social Program
To Be Held

In the Pharmacy Laboratories on Wednesday Evening, April Eighth—At
Eight-thirty O'clock
Music—Instrumental and Vocal

(The members of the organization are very anxious that all affiliated with the national association be present and will appreciate a card of acceptance from every member.)

Another New Proprietor

MR. W. A. WARD, originally from Spencer, has resigned his position with Finley's Drug Store, Asheville, and is busy getting ready to open a drug store of his own at Swannanoa, about six miles from Asheville. The building is now under construction and Mr. Ward hopes to open for business around the first of April. The store will be modern in every respect and will carry a complete line of drugs, toilet articles, confections, and sundries. It will be operated

under the name of Ward's Pharmacy. Mr. Ward attended the State University, graduating therefrom in 1924 with the degree of Ph.G. He served as student assistant in the laboratories in his senior year. A few days after graduation he secured his license to practice pharmacy and since that time has been located with Finley's Drug Store at Asheville. As he launches out as a proprietor the JOURNAL is wishing for him unbounded success.

Like a Gift of the Gods

Not long ago the postmaster at Greensboro received a card from a lady living in Virginia asking for the address of MR. HOWARD GARDNER, who "was a druggist in Greensboro about twenty-five years ago." On St. Valentine's Day Mr. Gardner received the following most interesting letter: "More than twenty years ago, I ran a charge account with your drug store. The last bill you sent to Elon College (just as we were moving away) I couldn't pay conveniently at that time. I have thought a thousand times that I would send check, but you know what a thief of time procrastination is. I am delighted to send you my check now, and get this 'off my mind'." We wonder if a valentine was ever the pleasant surprise to Mr. Gardner as this unexpected check, and we are also wondering if he could resist the temptation to use this "Gift of the Gods" to treat himself to some new varieties of flower seeds, or choice bulbs, or rare plants.

MARRIAGES

MR. H. C. ROBERTS, of Weaverville, and Miss Helen McEachern, of Vaiden, Miss., announce their recent marriage.

A wedding of great surprise to their friends was that of Mr. WM. A. VICK and Miss Eleanor Haywood at the Methodist church in Rockingham on February 28. Mr. Vick is originally from Carthage and is at present connected with the Fowlkes Pharmacy, of Rockingham.

Mr. and Mrs. Alonzo Parrish announce the marriage of their daughter, Mildred Louise to MR. JESSE TURLINGTON MORGAN on the third of March at Benson. Mr. Morgan is

well known to the druggists of the State. He graduated from the State University in 1918 with the degree of Ph.G., receiving his license to practice pharmacy in June of the same year. He won both the Beal membership prize and the Hancock medal for the year 1918. He is now connected with the Peacock Drug Co., of Benson.

Mr. and Mrs. C. D. Bradham, of New Bern, announce the engagement of their daughter, Mary McCann, to William Dossey Pruden, prominent young lawyer of Edenton, the wedding to take place in June.

DEATHS

High Point lost one of its best known and most highly esteemed citizens when JEFFERSON DAVIS MANN died on February 22, death being caused from encephalitis. His condition had been critical for several days. Mr. Mann was sixty-three years of age, having been born in Chatham county Dec. 24, 1861. He received his early education in the schools of Chatham county, and then entered old Trinity college located in Randolph county. He moved to High Point from Siler City twenty-eight years ago. For six years he was connected with the Matton Drug Co., severing his connection with that firm to organize the Mann Drug Co. He was secretary and treasurer of this firm until last December when he disposed of his stock in the concern to go with his son, RANDALL MANN, proprietor of Randall's Pharmacy in High Point. Mr. Mann was prominently identified with the business and civic interests of the city. He was a member of the High Point chamber of commerce, a member of High Point lodge No. 1155, Benevolent and Protective Order of Elks and was a Junior and a Kiwanian. He was also a consecrated member of the Wesley Memorial Methodist Episcopal church and for a number of years had been on the board of stewards. He had been a member of the North Carolina Pharmaceutical Association since 1917.

WILLIAM A. HAYES, one of the oldest and best beloved residents of Hillsboro died at his home on February 27. He had been in usual health until recently when he suffered a stroke of paralysis from which he never recovered. When just a boy he entered the

service of the Confederacy and was cited by his commanding officer several times for bravery under fire. He began working in the drug business as a clerk for Webb and Whitted, of Hillsboro, in 1866, afterwards going into business for himself under the name of the Hayes Drug Store. He was still actively engaged in the practice of his profession when stricken with his final illness. Mr. Hayes was eighty-one years old last January. He was licensed as a pharmacist in 1881, the first year of the operation of the original State Pharmacy Act. He had been affiliated with the State Association since 1891.

ARE YOU SHAKING UP OR RATTLING DOWN?

(Continued from Page 181)

higher, and the biggest to the top in accordance with the way we handle and manipulate the opportunities offered. Increase a man's altitude without increasing his size and he will rattle back. He can't hold his own with the big fellows unless his dimensions are increased. You have no doubt seen this happen in your own experience in business with other men.

All the world is a jar and in it are all kinds of folks—smart, dull, philosophers, fools, honest and dishonest, capable and incapable, industrious and lazy, enthusiastic and discouraged, selfish and unselfish, etc. The jar of life is shaking all the while. It is never still. In our business we probably get a little more shaking than the other folks and this is why we should always be on the watch tower of opportunity lest we rattle down. The glory of life is that we are not helpless like beans. They cannot change their size but we can change ours. As we change our size we automatically go up or down. If we grow small we rattle down; if we grow bigger we shake higher to a larger place. We all want to go up, but all are not willing to pay the price by first growing bigger.

"If I had somebody to boost me," some will say, "I might rise," but getting

boosted without getting bigger would not avail much. We would naturally rattle down again for we could not fill the space. We are all doing one of three things—holding our places, shaking higher, or rattling down. If we would climb we must keep pace with the progress of the time. We must keep in touch with current events in pharmacy, we must associate with growing folks, and we must discard the old for the new when the old no longer serves its purpose. The farmer must learn new methods, the minister must see new possibilities in his ministry, the school teacher must catch new visions in the same old school room or the school will fossilize, and the merchant must grow into a better informed merchant to hold his own—the very daily routine of life must flash new possibilities every day.

When we get to the point that we are too old to learn new things or too conceited to try new methods we have quit growing. We are rattling down. The bigger and wiser the man the more anxious he is to learn. When we feel any other way it is time to call the undertaker and have a funeral. Stay alive—keep on growing. We go up from low ideals to high ideals. We go up from foolishness to wisdom. We go up from ignorance to understanding. And all by our own efforts. Keep on growing—the sky is the limit. Every top round is the bottom of the next ladder. Blessed is the man who has found his work and loves it. As we get more capable our opportunities grow greater. As we grow greater our little troubles and worries grow less because we look down on them from greater heights. Read all you can; learn all you can; associate with those from whom you can learn; don't be too proud to acknowledge your faults; profit by experience; get all the wholesome recreation that you can; place character and right above dollars; look four-square to the world in all your transactions. "For when the One great scorer comes to write against our name, he writes not that we won or lost, but how we played the game."



Edward Lawrence Tarkenton

It would be difficult if not impossible to single out any man in the state who has labored more earnestly, consistently, and achievingly for the North Carolina Pharmaceutical Association during the past fifteen years than has Ed. Tarkenton, of Wilson. Certainly no one could be selected who has given the Association a greater devotion or who has been more eager than he to shoulder the burdens that every organization thrusts upon the willing minded. As a one-time president and for years as chairman of the Papers and Queries Committee he has helped tremendously to make the N. C. P. A. into the dynamic force it has lately come to be. In recognition of this meritorious service and in order that he partly may know of the gratitude his fellow members feel for his faithful efforts, the Journal sets aside this page in his honor and confers upon him the tribute of a dedication.


* * * * *

Edward Lawrence Tarkenton was born in Scotland Neck, North Carolina, on November 7, 1874, the son of Joseph and Sarah (Jones) Tarkenton. His early education was obtained in the high schools of Plymouth, graduation following about 1894. In 1895 when he was twenty-one years of age, Mr. Tarkenton went to Baltimore to prepare himself as a pharmacist. Enrolling as a student in the Maryland College of Pharmacy and working during odd intervals in the drug store of Glychmann and George, he secured a thorough training for the work he had selected as a vocation. In 1897 he left Baltimore and returned to his home in Plymouth where he remained until 1901 when he moved to Raleigh and accepted employment with Mr. W. H. King, druggist. In the early part of his stay in Raleigh he attended the school conducted by the late William Simpson and passed the North Carolina Board of Pharmacy. After working for Mr. King for two years, he became prescriptionist for the Bobbitt-Wynne Drug Co., also of Raleigh, and was so engaged for another two-year period. Followed then a year of service with the Tucker Building Pharmacy as manager of the store, after which time he found it necessary in the interests of his health to do less confining work, and so he became employed by Parke, Davis and Co., as a "detail man," first in Baltimore and Washington and later in Tennessee and Kentucky. After three years of road work, his health being fully restored, he went to Wilson, N. C., and purchased a half interest in the Patterson Drug Co. As president and manager of this concern he is still engaged in the active practice of his profession.

On July 3, 1908, Mr. Tarkenton was married to Miss Francis Clark Moyer.

Since 1903, Mr. Tarkenton has been a faithful member of the North Carolina Pharmaceutical Association. As chairman of the Papers and Queries Committee from 1914 to 1925 he has rendered the organization a valuable service. During this period he was the author of numerous papers and the originator of queries that held the interest of members through many conventions. Mr. Tarkenton served as president of the Association during the year 1915-16, having just previously been vice-president. He was also a member of the Finance Committee from 1920 to 1924.

Mr. Tarkenton is a vestryman in and the treasurer of St. Timothy's Episcopal Church in Wilson. He has recently been elected an alderman of his city. His political affiliation is with the Democrat party.—J. G. B.





EDWARD LAWRENCE TARKENTON, of Wilson

The Carolina Journal of Pharmacy

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The Forty-Sixth Annual Meeting of the N. C. P. A. Will be Held at Blowing Rock, June 23-25, 1925

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Howell Moves His School

Twenty-eight years ago a busy retail druggist in Rocky Mount went to Chapel Hill at the invitation of President Alderman and established at the University of North Carolina a school of pharmacy. He was told that his salary would be twenty-five dollars a month plus a small commission on any tuition fees that would result from pharmacy students whom he might persuade to enroll for a course of instruction. Meager quarters and a very modest sum for equipment were placed at his disposal wherewith to set up a college for pharmacists. Twice before such a project had been started at the University and twice had the venture failed. The whole proposition narrowed down to a gamble for the reason that in those days North Carolina was a struggling state; the University had pitifully few funds at its disposal; and by comparison with today, but few drug apprentices were seeking a college career. Had the man in question been superstitious, supposing that what had happened twice (failure) would happen three times, or had he been of a timorous sort, or had he lacked the necessary energy, this editorial would never have been written. But he was not superstitious, and he was not timid, and he did have limitless energy and so he won his way through to success. This was twenty-eight years ago.

Next fall that same school of pharmacy will move into a three-story building having 22,000 feet of floor space. Its student body (grown from 17 boys in 1897) now numbers 148. The same man who created its beginning is still engineering its growth, and as its director he will take up his enlarged quarters in the school's new home next September. Everybody who knows anything at all about North Carolina Pharmacy

knows that we are talking about Vernon Howell, but only a few if any of them know the inside story that has worked its way to such a satisfactory chapter in 1925. This writer is among those who do know. He has worked with Dean Howell through eighteen years and knows something of the splendid struggle, the almost insurmountable difficulties and the discouragements that were his daily portion for many a wearying year. The way ahead looms clearly now and the means to the end have been gained, but only at a price that will never come out of any taxpayer's pocket. The price was an earnest man's complete giving of everything he had of body, mind and heart, to an enterprise that was begun in brains and purpose, found growth in zeal and effort, and is now full statured because Dean Howell willed with all his soul that it grow up to his ideal of what a college of pharmacy should be.

The JOURNAL congratulates the Dean upon the consummation of his hopes for an adequate home for his school, but it feels more disposed to congratulate the pharmacists of North Carolina in having at the head of their educational system the kind of executive that Dean Howell has proved himself to be.

W. H. B. is Correct

On another page will be found some sensible advice on "Service," given by a writer who prefers to remain anonymous. In reading what he has to say one should remember that while one type of so called service has been overdone, that the real sort can never be given too much attention. "W. H. B." is not arguing for the kind of service that begs its beneficiaries to buy postage stamps, use its telephone, thumb its magazines, and fill up all of its chairs for loafing purposes, but instead he is speaking for that kind of service which adequately

measures up to a drug store's obligation to supply standard drugs whenever and wherever such drugs are needed by whomsoever the need may be felt. An anodyne or antiseptic is no less urgently required in sickness because a drug store has closed up or because the time is beyond the "delivery hour," and a sufferer living twenty blocks away needs drug relief as quickly as though he lived in a neighboring house. Genuine and honest drug store service thinks first in terms of its patron's needs and then in terms of its own convenience. If druggists would stop giving away so much silly service that benefits no one and emphasize the kind that only a drug store can offer, it would better serve its clientele.

We Are Not Envious of Him

Good Morning, Mr. Henderson, and how does it feel to be a state board examiner? We've never been one ourselves but they do say that you have let yourself in for a mess of trouble. When Governor Angus signed you up for a five-year contract, he didn't seem to care a bit whether he was helping or hurting you. He just gave a few business jabs of a pen on a dotted line, looked satisfied over landing a good man for a hard job, gave a couple of gubernatorial grunts, and looked around for somebody to talk budgets with. Maybe your size influenced him, Mr. Henderson; maybe he thought the avoirdupois average of the Board needed boosting; maybe he thought you could dispense some dietetic dope to Messrs. Greyer et al that would change their ounces into pounds. Whatever his reasons—a Scotchman like Governor Wilton always has a reason—you're landed, and that, after all is the important thing. For the next five years at least, Mr. Henderson, you are in for something that makes managing a drug store seem easy. (If you don't believe it, ask Mr. Zoeller.)

Once upon a time, we looked on Board examiners as objects to be dreaded; as high barriers against the green pastures we had

elected to graze in. For example, when we walked into the death chamber at Morehead City one hot July day in "naughty-eight," and saw Mr. Zoeller and his fellow torturers, Hancock, Horne and Miller, reared back against the wall ready for the execution, we thought they were the fiercest looking bunch of folks we'd ever seen. Mr. Zoeller, than whom there are few people gentler, looked particularly vicious that morning; and when later we went in to him to take the oral examination, he seemed fiendishly inspired in knowing just exactly what to ask that we knew nothing about. Finally he shot a prescription under our nose, written as only some doctors can write, and said snappily, "Read that." A jumble of crooked lines was all the thing meant to us, but we stammered something and backed out of the room.

Looking back after seventeen years to that memorable ordeal we see in the morning's picture a different view entirely from that unfolded to our terrified gaze at the time. We see four men, tired already from the strain of the summer's work, starting out upon a five-day job that would tax them to the utmost, mainly because it involved denying license to certain unprepared candidates whose failures would pain the examiner only a little less than it would the unsuccessful applicants. What we then interpreted as fierceness was in reality worry, tiredness, and the 100 degree temperature. However, candidates today are just as fearful, as indiscriminating, as we were back in 1908, and so they are going to look on you, Mr. Henderson, not as the kindly disposed man we know you to be, but as a dreaded dragon offering every opposition to their hopes. Yes sir, you are in on a hard proposition, and you have our sympathy. But there is this comforting fact about it all. Your associates on the Board are the kind of men that North Carolina pharmacy is proud of and the sort you will enjoy working with. With this bit of balm to soothe you, we leave you now to your fate, Mr. Henderson.

Papers for the Convention

Professor E. V. Kyser, newly appointed by President Stowe as the chairman of the Papers and Queries committee, is laboring faithfully to persuade members of the Association to prepare papers for the Blowing Rock meeting. What he wants is to secure practical papers bearing on the drug business, and if any reader of these lines has had experiences that would be helpful to relate or suggestions that would be of general advantage or ideas that could profitably be put into force, we plead with such people to give an hour or so to the task of getting such information into the form of a paper for reading at Blowing Rock, and advise Chairman Kyser at Chapel Hill of the subject so that the title may be printed in the program shortly to be issued.

Write about any phase of the drug business you care to; make your remarks as few as you like; and do not worry about eloquence or rhetoric. If some experiment or method has helped you or if you can suggest policies or principles that you think should be put into practice, embody your ideas in a paper and allow others the benefit of your judgment. Do this now for tomorrow is always twenty-four hours away.

Cash or Credit?

By CHARLES B. MILLER

A great deal has been written lately relative to placing drug stores on a cash basis, and it is to be observed that several stores in prosperous communities have recently changed to such a basis. Of course, we all wish them much success in this new venture and trust that it will work out successfully.

The particular communities in which drug stores are located govern to a large extent the possibilities for success which such a change from the usual system may have. In agricultural areas, for example, it would be almost impossible to run a drug store on a cash basis, while in manufacturing communities on the other hand, there would be offered the least resistance to the new system for there the mass of people are paid weekly and could pay cash with very little inconvenience to themselves. It is a known fact that the very large and successful

department stores in the larger cities, where one would naturally suppose the cash system would be in vogue exclusively, cater to the credit system from customers of known credit, for they well know that once an account is opened with them, the customer naturally drifts to that store to make the bulk of his or her purchases. In this way the volume of business is increased with a very small percentage of losses. In fact the percentage of losses is far outbalanced by the increase in volume and profits.

To be a good judge of credits is a superlative gift to the business man. A poor judge of credits inevitably meets failure and it is feared that since the average drug store proprietor, by the very nature of his business, is only a fair judge of credits, that his class of business seems to register the largest percentage of losses by the credit system. Knowing when to say "No," and how far to extend credits is a very valuable asset to any business man, and once he gets the backbone properly and courteously to inaugurate this policy in his business he is very seldom caught for any large amount.

A thorough investigation should first be made before credit is extended to any man. Too often this is not done because of the over-anxiety of the proprietor to gain a customer. Any customer who gets offended because a reference is requested is a safe man to play away from. The man of honest purpose and of culture does not become offended at this procedure. It is the fellow who will eventually "stick" you that does, so that in the end you are better off without his trade.

The experience of druggists in mill towns is that the average factory employee is not a safe credit risk and these folks should be placed on a cash basis exclusively because they are in most cases migratory and one never knows where they have gone nor when they made their flight. It is the home owner and the land owner whose credit business we want and generally, the young men of character and good habits. All the rest should be placed on a cash basis. If druggists of the state will follow these rules they can do credit business with profit and pleasure.

It is true also that better prices can be secured by a credit system, and while it is "mighty nice" to have no accounts on the books, we are constrained to believe that the volume of sales will be materially increased. If you will follow the rules of good business, collect every account on your books every thirty days or shut off the customer until he does pay, and make no exception to this rule except in extreme cases, there is no fear to be had from doing a credit business and it can be carried on with greater volume and profit than a strictly cash system. Your losses should not be greater than one-half of one per cent. It has never exceeded this in my store and seldom reaches it.

Hotels at Blowing Rock

It has come to the attention of the editor that an appreciable number of druggists in the state will not attend the Blowing Rock meeting because of the high rates charged at Mayview Manor, the official headquarters for the convention. It, therefore, becomes appropriate here to say that while the Manor is about the best hotel in the state at which to stop because of the extraordinary quality of its service, and cuisine, that there are several other places nearby which are cheaper and which provide satisfactory accommodations. At both Mrs. Martin's and the Wautauga Inn, the rates are \$3 a day for room and meals. The Blowing Rock Hotel has rates ranging from \$4 to \$6. The Green Park Hotel offers rates somewhat less than those charged at the Manor. Boarding houses in plenty may be found where the charges will suit every purse. A delegate or visitor to the convention may of course stop at whatever place it pleases him to stop, so that it will be foolish for a druggist to stay away from the convention simply because he can not afford to pay the rates charged at Mayview Manor.

Service

By W. H. B.

We wonder how many of the drug stores which use this word service in their advertisements and conversations really understand just what it means when applied to a drug store? Its use has been so thoroughly

abused that I fear some of us would like to forget it. It has proved such a business getter, however, that we can't afford to drop it. Rather, I think, the better plan would be to get right down to work and practice just what the word implies. If this were done the gross receipts would certainly take a jump, not the first year possibly nor any great jump the second year, but in due time the results will be surprising to you. Incidentally you must not think for one moment that your receipts are the only thing that will be boosted. Your expense account will certainly climb, that is if you really mean business, but if that gives you palpitation of the heart for a little while forget it and look ahead since almost before you realize it your percentage of increase in sales will catch up and pass your percentage of increase in expense.

In a genuine service-store it is necessary to put the soft pedal on the fact that the store exists primarily to make money. Rather the general trend of conversation and action should be toward the fact that it exists for the purpose of serving humanity. In other words a package of medicine is not prepared and dispatched immediately just because you know that you will make a net profit of twenty-five cents, but because Mrs. Smith has a very bad headache that will doubtless be relieved by the use of this medicine. After the headache is relieved and Mrs. Smith has regained her usual composure she isn't going to remember that you charged her seventy-five cents for six or eight capsules but she is going to remember that within a very short time after the doctor phones in the prescription she had taken a dose of it. She is not only going to remember that but she will in quite a majority of cases tell her neighbor's about it, and that is just what you are working for.

And this thing of limiting delivery to a certain time is absolutely the worst advertisement a store can have. There are stores that deliver only until eight or nine o'clock at night. After that time the customer is out of luck if he gets sick and doesn't have some one to send to the drug store. There are stores that won't deliver quite a distance out after a specified time. In my opinion this also is a very bad policy. It certainly produces a great deal of unfavorable comment and I am persuaded that stores following this policy are becoming fewer. Neither time nor distance are counted in a real service store. The amount of the purchase is not an item to be considered. Deliver anything, anytime, anywhere. Of course, it is understood that you are not soliciting the farmer's business on the point of delivery.

SELECTED PAPERS

Observations in the Drug Store*

By G. K. GRANTHAM, of Dunn

Pharmacy is the science which treats of medicinal substances and covers a knowledge of medicine and the arts of preparing and dispensing them, also identification, preservation, and their combinations—that is what Mr. Remington and other noted men have determined it to be. That is about what Mr. William Simpson, that veteran druggist, used to tell me in the year 1819 when I was a student under him. Pharmacy also denotes a place where drugs are for sale—usually called drug stores or apothecary shops.

It was in the year 1891 that I landed in an apothecary shop and began to investigate the surroundings, scenes, and the inside of the drug store. The druggist occupies a peculiar position. He is the medium between the doctor and the patient and must be just to both. It is a responsible place. The druggist ought to be honest, square, honorable, correct, well informed, polite and tactful as well as know his business for he has to do with life and death. After some years of experience, work and study, I found that knowing drugs was not all that had to be learned. A druggist needs to know something of the philosophy of the folks you deal with in order to run a drug business successfully. So I followed the example of a mill man in my town—after some years in that business he stopped grading lumber and graded the people he traded with. I find it good to grade your customers.

The old time drug stores with show bottles in the windows, mortars and pestles have passed away, and plate glass fronts, glass show cases, fine prescription cases, etc., have taken their places. I used to make fer-

rum reductum pills by the hundred and use the "scrape" from the bax facings of the long leaf pine for the mass, and they were good "to make you eat." Now the pharmaceutical houses furnish them all ready made. There is very little use for the mortar and pestle. The pills, elixirs, cough drops, antitoxins and everything you need to practice with come ready-made—the doctor is sampled and the medicines prescribed. In short you can buy all the medicine you want ready-made. A druggist has only to pour it from one bottle to another or take the label off and write the directions.

One day a fellow came into my store about to have a chill. The doctor had given him a prescription. I went to work to fill it. As soon as I got my capsule ready I was instructed to give him one. He sat by the fire and it soon took effect. He was feeling more comfortable and his aches were better. His neighbor came in and asked how he was feeling. He replied, "Better: I took one of them foolscaps and it done me lots of good." That was the first capsule which "ever went down his neck" For some months afterwards that man thought capsules were the only medicine that would help a sick person.

On another occasion a man came into the store with his wife and child. He had been to see the doctor and handed me two little prescriptions and inquired what they would cost him. I told him ninety cents. He frowned, sighed and told me this story: "It is costing me \$1.90 to get the palate of my boy's mouth back. It fell down—I took him to the doctor—it cost me \$1.00 and now you charge me ninety cents for this stuff. It never did cost me but twenty-five cents before." Then he told me that his wife had cut the boy's hair so short that the old negro who had always pulled it back before for twenty-five cents could not get

* Presented at the Forty-Third Annual Meeting of the N. C. P. A.

a "hand-holt", so this time science of the physician and the drug store had to be used at such a high cost. Superstition! Even in this enlightened twentieth century the country has quite a sprinkling of folks with ideas like these!

I decided once to make a preparation to relieve all liver troubles. I worked, studied, tas'ed, tried, and mixed until I got a preparation that I was sure would "do the trick." I used it myself and it was fine, but the taste was awful. It was made out of bitter apple, asafoetida, spirits peppermint, etc. Then I had to name it so I called my concoction "Grantham's Chologogue, The Wonderful Bile Mover," and wrote on the label, "It is bad but its good, tastes bad, but acts good." Then I began to distribute my medicine. I asked my customers to bring me some testimonials. One day a fellow who had thirteen children told me he was using my medicine and it was fine. He said, "It is the very best thing I have ever found to stop a child from sucking his thumb. It stopped our child from this habit after all other remedies had failed." Then came a testimonial from a man over on the Cape Fear River. He said he had tried it on everything on his place—on his wife and fourteen children. Then he had been worried because his dogs were robbing the hen's nest so he put some "Chologogue" into the nest. In the night he heard a mournful noise from a dog. The animal had taken one dose of my medicine and from then on the owner said, "That old hound runs when he hears a hen cackle."

I find with my thirty-one years experience that druggists must not get mad or even lose their temper, but be patient, always in a hurry to answer all questions and not criticise, and also be on their guard at all times.

One day a train was off the track in my town which delayed the passengers on it for some ten hours. A man strolled in the store and walked to the fountain. Only two of us were on duty at the time and so he had to wait a few minutes. Finally, I got to wait on him myself. I asked him what he would have. He said, "Rootbeer." I made it and then turned off while he was

drinking it to serve another customer. When he finished he threw down a dime. I took it and put it in the cash register, telling the customer the amount was right. He seemed dissatisfied and stated that my charge was too much—that he paid a different price at every place. I quietly asked him if he was a stranger. He said, "Yes" I said, "My good friend, are you familiar with the reading of the good book?" He replied that he was. Then I told him how it read somewhere in that book that if there is a stranger, take him in. My friend left in disgust. Now all that happened during the war when prices were high and none of us knew how to charge for drinks. My friend, however, left without discussing the Bible any further.

One day a little girl came into the store and wanted something for her sister, a young lady in the 'teens. I at once inquired what she would like to get but she did not know. Then I asked what was the trouble with her sister. She said that she didn't know but thought she had the "Nervous." Just what should I send in a case like this?

Just the other day a fellow by this name came into my store: Martin D. Wiley C Lewis H. Erasmus Targer Tew, and a lady by the name of Nancy Mazillia Ann Cassie Maria Ruro Marinda Mary Ann Warren. The latter has a slight impediment in her speech. Then there was another customer who "just didn't dare" take a dose of calomel. Her name was Florentine Nancy Catherine Winifred Elizabeth Valentine Van Branch. She said the calomen would salivate. My last queer customer wanted some pure grain alcohol, but didn't want any of that "detonred" kind because it "absolutely would not keep the herbs he wanted to preserve."

I reckon my observations along these lines have been about the same as the experiences of many of the men in drug stores all over the state, and so in conclusion I want to say that our profession is a nice one, but there is no end to the diplomacy that the pharmacist must use. He must have a clear understanding, an eagle eye, keep his ear to the ground for breakers, and work, work, work!

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Our Proposed Mutual Insurance Company

Yesterday's mail brought to the writer a little booklet entitled "Service for 23 Years", giving the history of the Ohio Hardware Mutual Insurance Company, and also showing the increase in surplus and assets from the beginning of the Company to the first of the present year. This office is advised that one of these little booklets has been mailed to every drug store in this State by the Ohio Company, and we take this opportunity of urging every druggist in the State to read the information contained therein with care. By so doing one will be able to ascertain readily the possibilities of our own proposed Mutual Insurance Company.

It will be seen that at the Ohio Hardware Convention held in Columbus, Ohio, back in February, 1902, a Committee was appointed to organize a Fire Insurance Company, and George M. Gray, Secretary of the Company since its organization, was selected to perfect the proposed organization. With strenuous work and activity the Company was organized with full power to write policies in the late fall of the same year. The first annual report was presented at the Ohio Hardware Convention, held in Columbus, Ohio, in February, 1903, and showed a balance of \$10,601.00. Net premiums received from that date to the present time total \$2,173,636.93, and the Company has returned to its Policy-Holders in dividends and losses \$1,417,899.43. With insurance amounting to \$100,000 at the close of the first year (1903) it had approached the \$35,000,000 at the beginning of the present year. Beginning its second year with a surplus of \$2,224.32 and assets \$10,601.00, it has steadily grown each year and at the beginning of the present year its surplus is \$200,456.36 with assets of \$434,613.35.

During the past two decades other hardware organizations have followed the example set by the Ohio organization. Likewise, Druggists' Mutual Companies have been organized and have met with great success, until now a great portion of the insurance carried by these classes of dealers is with the different Mutual Companies. It has been proved that a great saving may be effected by such dealers grouping themselves together and organizing their own Companies, in addition to binding closer together the members of their organizations.

Prompted by the desire to render a genuine and worth while service to its members, and at the same time to build up a stronger Organization, our own Association through its Insurance Committee, reappointed at the Wrightsville Meeting last June, is undertaking to perfect plans and secure the required amount of Insurance for the organization of the Carolina Druggists' Mutual Insurance Company of North Carolina at the coming Convention to be held at Blowing Rock, June 23-25. In this connection, it may be stated that the writer, who is Secretary of the Insurance Committee, has secured the required number of risks and more than the required amount of insurance, prescribed by the Insurance laws. Before a mutual may be organized and write policies it must have two hundred policy-holders and \$200,000 of insurance. We have two hundred policy-holders and more than \$300,000 of insurance. At the same time, however, before the Company is perfected we should have the assurance of the retail druggists of North Carolina that they are both individually and collectively behind the proposition. Of course, those who have had policies with us during the past year and have received forty per cent of the premiums paid from the Ohio Company are sold on Mutual

Insurance, but a large number have not placed a policy with us and some appear indifferent to say the least. A special campaign will be waged from now until the meeting at Blowing Rock to enlist the co-operation of every druggist in the State who has not already signified his co-operation by sending us an application for a policy of insurance.

In conclusion, we wish to say that Mutual Insurance has been successfully tried and has not been found wanting. It is the opinion of your Insurance Committee that the organization of our own Company has great possibilities for the druggists of North Carolina, and we urge every druggist who has not already placed an application for a policy with us, to do so within the next thirty days, making it possible for this Committee to have a splendid report to present at the Blowing Rock Convention.

Guide for Filling Narcotic Prescriptions

In the Legislative News Letter from Washington of March 26, N. A. R. D. Journal, we find a guide for retail druggists in filling narcotic prescriptions, the extract being taken from the decision of the Supreme Court of the United States in the case of the U. S. vs. Behrman, 258 U. S. 280, which is as below set out:

“It may be admitted that to prescribe a single dose, or even a number of doses, may not bring a physician within the penalties of the act (Harrison); but what is here charged is that the defendant physician, by means of prescriptions, has enabled one, known by him to be an addict, to obtain from a pharmacist the enormous number of doses contained in 150 grains of heroin, 360 grains of morphine, and 210 grains of cocaine. As shown by Wood’s United States Dispensatory, a standard work in general use, the ordinary dose of morphine is one-fifth of a grain, of cocaine one-eighth to one-fourth of a grain, of heroin one-sixteenth to one-eighth of a grain. By these standards more than three thousand ordinary doses were placed in the control of King. Undoubtedly doses may be varied to suit different cases, as determined by the

judgment of a physician. But the quantities named in the indictment are charged to have been entrusted to a person known by the physician to be an addict, without restraint upon him in its administration or disposition by anything more than his weakened and perverted will. Such so-called prescriptions could only result in the gratification of a diseased appetite for these pernicious drugs, or result in an unlawful parting with them to others, in violation of the act as heretofore interpreted in this court, within the principles laid down in the Webb and Jim Fuey Moy cases. We hold that the acts charged in the indictment constituted an offence within the terms and meaning of the act.”

Form 1421 Again Revised

Retail druggists not only of this State but of the entire country are gratified to receive the revised Form 1421, revised December, 1924, with the requirement of reporting the quantity of alcohol used in proof gallons being omitted in the new form. Representatives of the National Association, assisted by the State organizations, have been waging a fight to bring about this and other changes in Form 1421, the change finally effected being first suggested to the prohibition unit by representatives of the N. A. R. D. about three years ago.

Instructions on the latest Revised Form 1421, it is stated, are designed to make clearer the report of alcohol or other kind of liquor used in making U. S. P. and N. F. preparations fit for beverage purposes. Such preparations are listed on the back of the form and number 22. The quantity of alcohol or other kind of liquor used for such purposes should be reported on line 3 of Statement No. 1 in the last column, under the caption “U. S. P. and N. F. Preparations Fit for Beverage Purposes. Failure to report in that place will be interpreted by the government as meaning that a druggist did not use alcohol or any other kind of liquor to make official preparations. Liquor lost through theft, breakage or leakage, or other causes must be reported at line 37 of Statement No. 3, and a sworn statement

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HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

Piedmont Topics

M. J. LEIMKUHLER, *Reporter*

Fire of unknown origin was discovered early on the morning of March 13 in Randall's Pharmacy, of High Point, which damaged the stock and fixtures to the extent of \$1,500. The loss was fully covered by insurance.

We regret to announce that MR. A. F. BLUE, of Laurinburg, has been confined to the Monroe hospital for several weeks on account of illness.

Turnmire and Lamm is the name of a new drug store in Mount Airy, succeeding the Mount Airy Drug Co. The proprietors are MR. A. P. TURNMIRE, formerly prescriptionist for the Mount Airy Drug Co., and MR. L. M. LAMM, who was with the W. S. Wolfe Drug Co., of Mount Airy, for a long time, but who has been with Sutton and Alderman, of Chapel Hill, for the past several months.

MR. T. G. CRUTCHFIELD, who has been with the C. W. Ellington Co., of Raleigh, is now with the O. Henry Drug Store, of Greensboro.

MESSRS. A. B. BUTLER, of Clinton, and CARL MILLER, of Wilmington, attended the Rotary Convention held in Richmond during the month of March.

News Around N. C.

J. K. CIVIL, *Reporter*

MR. P. D. WHITE, formerly with Lynch Pharmacy, Inc., of Charlotte, is now with Liggett's Drug Store in the same city.

The many friends of MR. A. M. YATES, of Yates Pharmacy, Charlotte, will be glad to learn that he is greatly improved after a three months illness.

MR. and MRS. L. B. JOYNER, of Salisbury, are receiving congratulations on the birth of a daughter, Mary Alice.

Burwell's Pharmacy, Inc., of Charlotte, was purchased recently by MR. H. R. LEWIS, who has been with the Merrimon Ave. Pharmacy, of Asheville, for the past three years. Mr. Lewis will operate his store under the name of the Lewis Drug Store.

The Page-Hocutt Drug Co., of Henderson was recently incorporated with authorized capital of \$20,000. The incorporators are MESSRS. C. E. PAGE, D. D. HOCUTT and A. A. BUNN, all of Henderson.

MR. A. L. GLENN, formerly a proprietor of the Pines Pharmacy, of Charlotte, is now manager of the Elizabeth Drug Co., of the same city. The Pines Pharmacy has discontinued business.

Eckerd Cut Rate Medicine Co. recently opened a store in Greenville, S. C. with MR. J. A. BLAND as manager.

MR. TURNER F. CURRENS, sales manager of the Norwich Pharmacal Co., spent several days in North Carolina not long ago with the different representatives of the Company.

MR. ROBERT H. MILTON, who has been with the Empire Drug Co., of Salisbury, since passing the Board in June, 1923, is now connected with the Norwich Pharmacal Co.

MR. H. L. POPE, of Asheville, has accepted a position with the Torrence Drug Co., of Gastonia.

Help Wanted

For several years the office of the secretary-treasurer of the North Carolina Pharmaceutical Association has been trying to secure photographs and biographical information about every member of the Asso-

ciation who has played a prominent part in the affairs of the organization. All efforts to secure such data about Mr. A. S. LEE, formerly of the firm, Pescud, Lee and Co., of Raleigh, and later a resident of Charlotte and then of Lincolnton, have failed. It has been impossible to find a living relative of Mr. Lee. We feel sure that some of the readers of the JOURNAL can help in securing the record of Mr. Lee's life and work. The editor will appreciate it if any available information will be sent to his office at once.

Wayne Druggists on the Job

By C. B. MILLER, Ph.G., of Goldsboro

In many towns in the State it has been customary for the druggists to furnish the physicians with prescription blanks with their imprint on the same. In the larger cities this is rarely done as the physician either furnishes his own blanks, the patient sending the prescription to the store of his choice, or else the physician designates where he prefers the prescription to be filled. It is a mooted question with druggists whether or not it pays to furnish blanks. One disadvantage of the practice is that the majority of such blanks are used as scratch pads and otherwise wasted, and another is that if the name of the druggist does not appear on the blank every drug store in the town will have an equal opportunity to fill the prescription. It sometimes happens that one or two physicians will have preferences as to where they desire their prescriptions filled. In such cases it is easy to designate to the patient where it shall be carried. As a usual thing, however, the patient is allowed to send the prescription where he pleases, the physician simply saying, "Send this to your druggist."

Several days ago the Retail Drug Association, of Goldsboro, had a meeting and it was decided to let the physicians furnish their own blanks. It was felt that in this way druggists would save quite a little expense and, furthermore, if physicians were compelled to furnish the blanks they would find out that they cost a good deal of money

and, therefore, should be used more sparingly. Then every druggist in Goldsboro will stand an equal chance of securing the prescription business. This ruling will not, however, prohibit a local druggist from supplying blanks if he cares to incur this expense, provided his firm name does not appear on the blank.

We would like to hear from druggists in other towns who have had similar experiences. If this plan or a similar one has been tried in your community, how does it work?

This occasional getting together of local druggists to discuss questions that affect the profession in general and other things in particular is a mighty good thing anyway. It engenders greater respect for the other fellow for it is at these meetings that we find out that all the wisdom and intelligence is not contained in one "cocoanut," but that the great Father of us all has widely distributed the gray matter that we call brains. Every town should have a local association for where there is none druggists are certainly working at a great disadvantage. "United we stand, divided we fall."

Here is another example of what Goldsboro druggists did through their local association. For some time the supplies of medicine for the Wayne county road force, the county home, jail, etc., have been purchased at only one or two of the Goldsboro drug stores. At a recent meeting of the local association the fairness of this practice was discussed with the result that it was voted to have a delegation wait on the county health department to petition that each month consecutively this business be divided among all the local drug stores that desired to handle it, this list being supplied the department. We are all tax payers so all should have a share of this county business. If there are any similar cases in the State I would advise similar action. "Nil mortalibus ardui est."

General News Items

MR. G. L. NYE, who has been with Buchanan Bros., of Sylva, for some time, is now located with Wiggins Drug Store, of St. Pauls.

MR. R. A. HALES, JR., of Kenly, is prescriptionist for the Middlesex Drug Co., of Middlesex.

MR. J. C. COLEMAN, formerly with Eckerd's Asheville drug store has opened a pharmacy in the Buncombe capital on the corner of W. Chestnut and East Streets.

MR. E. DEB. LEDBETTER, who has been with the Hanover Drug Co., of Wilmington, for some time, is now with Hicks and Gorham, of Rocky Mount.

Among the new drug stores in the state is the East Gastonia Drug Store, of Gastonia.

MR. W. Z. TINGEN is prescriptionist for the Mint Drug Co., of Charlotte.

MR. H. F. ELROD has severed his connection with the Torrence Drug Co., of Gastonia, and has moved to Memphis, Texas, where he has bought an interest in his brother-in-law's drug stores.

MR. C. A. WILSON is again prescriptionist for the Waxhaw Drug Co., of Waxhaw. Mr. Wilson recently joined the N. C. P. A.

MR. and MRS. W. W. HORNE, of Fayetteville, spent some time in Charleston early in April enjoying the Magnolia Gardens.

MR. W. G. WHITE, recently licensed by reciprocity to practice pharmacy in this state, is manager of the People's Drug Store, of Gastonia.

MR. W. B. GILBERT, formerly with the Elizabeth Drug Co., of Charlotte, is now with the J. S. Blake Drug Co., in the Queen City.

MR. R. H. PARKER has accepted a position with Haywood and Boone, of Durham.

MR. A. S. JOHNSTON has opened a new drug store in Smithfield under the name of Johnston's Drug Store.

We understand that MR. H. P. FRANK, formerly with Lynch's Pharmacy, of Charlotte, is living in Philadelphia.

MR. J. M. BUFFALOE, who has been with the C. W. Ellington Co., of Raleigh, is now with the Saunders St. Pharmacy in the same city.

MR. F. E. CAMPBELL, formerly with the Hart Drug Co., of High Point, is located with the Hillsboro Drug Co., of Hillsboro.

MR. J. C. CHAPPELL has accepted a position with the W. H. King Drug Co.

MR. H. E. REES, who has been associated with the English Drug Co., of Monroe, since passing the Board last June, has opened a store of his own in Wingate, operated under the name of the Wingate Drug Store. The JOURNAL congratulates Mr. Rees upon becoming a proprietor and is wishing for him every success.

Friends are congratulating MR. and MRS. M. L. SHORE upon the birth of a son. Mr. Shore, Sr., is connected with the Tucker Building Pharmacy, of Raleigh.

MR. L. H. CHEWNING, who graduated from the State University in 1908 with the degree of Ph. G., is traveling for a pharmaceutical house. His address is 210 East Ave, Greenville, S. C.

MR. CURTIS WEATHERS has purchased an interest in the Kendall Medicine Co, of Shelby, and is actively associated with this firm as shipping clerk and junior partner.

MR. I. O. WILKERSON has severed his connection with the Newton-Wilkerson Drug Co., of Roxboro, and is the proprietor of the Palace Pharmacy in the theatre building in the same town. The name of the Newton-Wilkerson Drug Co., has been changed to the Newton Drug Co.

The Aulander Pharmacy, of Aulander, opened for business on March 20. MR. P. V. CHETTY, formerly of Portsmouth, Va., is the proprietor.

MR. J. E. ORR is with the Pendleton Drug Co., of Pendleton

Thieves entered through the rear window of the Southside Pharmacy, of Spring Hope, on the night of March 17, taking jewelry of all kinds and about \$7.00 in money. The total loss amounted to \$150.00. No trace has been found of the guilty parties.

MR. C. R. WHITEHEAD is the proprietor of the Ramseur Pharmacy, Inc., having purchased the store from MR. N. F. MARSH. The store has been remodelled recently and the Rexall line added. Mr. Marsh is now living in Marion.

The JOURNAL extends sincerest sympathy to MRS. F. O. BOWMAN in the loss of her mother, and to MR. WALTER R. KINGSBURY in the death of his father.

Among the recent appointments by Governor McLean are noted the names of several druggists. MR. F. S. WORTHY, of

Washington, has been re-appointed as a member of the Fisheries Commission; MR. JOHN M. SCOTT, of Charlotte, succeeds himself on the board of the State Hospital at Morganton, and MR. G. K. GRANTHAM has been made a member of the board of the Fayetteville State Normal School.

New members of the N. C. P. A. are MESSRS. A. W. PALMER, of Sanford; J. L. CHERRY, of Cramerton, J. B. THREATT, of Gastonia; J. V. THOMPSON, of East Flat Rock; E. M. DAVIS, of Roxboro; F. E. CAMPBELL, of Hillsboro; and C. W. RAY, of Coeburn, Va.

MR. JAS. A. HUTCHINS is planning to open a new drug store in Winston-Salem at the corner of Fifth and Main Streets. The date for opening has not been announced, but extensive alterations are being made on the building and as soon as they are completed the firm will begin business.

The Dunn Community Hospital, of Dunn, has been incorporated, one of the incorporators being MR. P. A. LEE. Mr. Lee is one of the most public spirited citizens of the town, and during the past term has served as mayor, filling the office in a highly satisfactory manner. He has just consented to be a candidate for re-nomination in the coming primaries.

MR. HENRY E. KENDALL, of Shelby, on April 4, was elected president of the student body of the North Carolina State College. Mr. Kendall is the son of the late Mr. H. E. Kendall, formerly a prominent druggist of Shelby.

MR. A. H. McDONALD, has announced his candidacy for city councilman. He is one of the best known residents of West Durham, having operated a drug store in the community for many years. That he will have a large following in the coming election is the opinion of a number of people of that section.

Another druggist who may be drawn into politics is MR. PAUL WEBB, SR., of Shelby. His friends are urging that he enter the race for mayor but as yet Mr. Webb has not consented to become a candidate. In speaking of his proposed candidacy a friend recently said: "He has already been mayor

of Shelby and was one of the best we ever had and was liked all over the town. He is the very man for the place now and would be the choice of many if he entered the race, which I believe he will do if properly urged by his many friends."

C. M. Higgins Honored

During the closing days of the last General Assembly MR. C. M. HIGGINS, of McFarlan, who had served the House of Representatives as Sergeant at Arms, was presented by the members with a beautiful walking cane trimmed with silver. He was also extended the courtesies of the floor.

Dr. Pittenger Enters Manufacturing Field

The host of friends of DR. PAUL S. PITTENGER will be interested in knowing that after fifteen years of service he has resigned as Director of the Pharmacodynamic Research Laboratories of the H. K. Mulford Co., to become president of a newly incorporated company to be known as the Harvey-Pittenger Co. The company will devote their efforts to the manufacture of a high class of pharmaceutical Specialty Line, including physiologically assayed and standardized products, endocrine products and sterile solutions for direct medication.

Executive Committee Meets

The executive committee of the North Carolina Pharmaceutical Association met in the O. Henry Hotel at Greensboro on March 27 to formulate plans for the forthcoming convention of the Association, which will be held at Blowing Rock on June 23-25. Committeemen present were: President, J. P. STOWE; Vice-Presidents, A. A. JAMES and N. W. LYNCH; Secretary-Treasurer, J. G. BEARD and MR. CLYDE EUBANKS. Present also for the meeting were: MESSRS. C. M. ANDERSON, J. G. BALLEW, J. E. SHELL, J. L. TAYLOR, and F. O. BOWMAN.

In addition to arranging the convention schedule and providing for entertainment features, the committee heard reports from Secretary Beard and Attorney Bowman.

W. L. Hand Co. Announces Winners

In the recent contest conducted by the W. L. Hand Medicine Co., for the best decorated window the following were the prize winners: First Prize (\$25.00), McLeaskey-Todd Drug Co., Anderson, S. C.; Second Prize (\$10.00), Miller Drug Co., Mooresville, N. C.; Third Prize, Loray Drug Co., Loray, N. C.; Fourth Prize, Bayless Drug Co., Stratford, Oklahoma; Fifth Prize, J. P. Stowe and Co., Charlotte, N. C.

News About the Vick Chemical Co.

MR. HUGH D. MCKAY, of the sales department of the Vick Chemical Co., has just returned from an extensive business trip to southern countries and islands for the purpose of visiting salesmen and jobbers and reorganizing some of the Vick's sales departments. While away the Greensboro man visited the following places: Cuba, Haiti, Jamaica, Panama, Columbia, Venezuela, Curacao, Trinidad, Barbadoes, Martinique, Porto Rico and Bahama. He also went through the Panama canal.

We understand that the Vick Company will manufacture menthol from Japanese mint oil. The company has been engaged in experimental work along this line for some time in conjunction with the United States Department of Agriculture. MR. G. A. RUSSELL, who has been employed in volatile oil work for a number of years has been engaged as chemist.

The new home of MR. H. SMITH RICHARDSON, president and general manager of the Vick Chemical Co., is rapidly nearing completion. The residence, located in Irving Park, will cost in the neighborhood of \$80,000, and is one of the largest and most beautiful in the city.

School of Pharmacy Notes

We regret to announce that MR. F. P. HOBBS, JR., of Greensboro, of the first year class, has been compelled to withdraw from college on account of ill health.

MESSRS. J. C. HORD, EARLE TATE, W. L. WEST, and G. W. DILL, JR., recently went to Richmond to attend the installation exercises of a chapter of the Phi Delta Chi fraternity at the Medical College of Virginia.

MR. L. J. LANCASTER has joined the University branch of the A. Ph. A.

The local branch of the A. Ph. A. has received the pins recently adopted by the chapter. The pin is of gold and the design is a shield within a shield, the inner one being of blue enamel with the letters A. Ph. A. in gold. The outer shield is enamelled in white, edged in gold with the lettering, U. N. C. Branch, in gold.

U. N. C. Prizes and Scholarships

MR. H. SMITH RICHARDSON, of the Vick Chemical Co., has just given to the School of Pharmacy of the University three scholarships of \$60 each for tuition. The scholarships are greatly appreciated by the Faculty and Students as during the past years students have frequently been compelled to withdraw from college on account of lack of funds to complete their education. The University authorities wish to take this means of thanking Mr. Richardson for his generosity and for his interest in the school.

Up to this year no scholarships in the University have been available for pharmacy students. Recently Dean Howell announced the Howell Scholarship of \$60 to be awarded for meritorious work in the second year, and beginning at Commencement 1927 the Phi Delta Chi fraternity will award annually a scholarship of \$60 for tuition to the rising student who has made the highest average during the two previous years of study.

For several years MR. C. D. BRADHAM, of New Bern, has offered the Bradham Prize to the member of the graduating class making the highest average during his college career. MR. E. V. KYSER has established the Kyser Prize, consisting of a membership for one year in the American Pharmaceutical Association to the student attaining the highest average in laboratory work during the first year of study. Lehn and Fink, of New York, give a gold medal annually for excellence in research work.

University Branch of the A. Ph. A.

On the evening of April 8, MR. G. A. RUSSELL, of the Vick Chemical Co., delivered a most interesting lecture before the U.

N. C. Branch of the A. Ph. A. on Some Methods of Procedure Followed by the United States Department of Agriculture in its Investigation of Crude Plants. After telling of what had been done by the Government in cultivating drug plants he spoke specifically of the drugs grown in North Carolina and future possibilities along this line. At the conclusion of the lecture a delightful instrumental and musical program was rendered by several students in the School of Pharmacy. The audience then adjourned to the laboratories of the school and enjoyed a delightful "feed", the guests preparing their own "supper" according to pharmaceutical directions and with mortars and pestles.

Grissom Drug Store Holds Open House

The Grissom Drug Co., of Greensboro, which was incorporated last November, held open house on April 2 at its business home on S. Elm St., to celebrate the completion of the remodeling, the installation of new equipment and the addition of new departments. Coca-Cola, ice cream and candies were distributed to those who visited the store, with flowers as an added gift to the ladies and cigars for the men. L. W. JENKINS, president-treasurer; A. W. HARDEN, vice-president; and C. A. FLINTON, secretary, make up the officers of this "Store Beautiful."

Safety Coach Line Sued

MR. JOHN W. COPPEDGE, popular traveling salesman for the W. H. King Drug Co., on March 17 brought suit in the Wake county superior court against the Safety Coach Line for \$5,000 damages alleged to have been sustained by him in a bus accident on the Raleigh-Durham highway. Mr. Coppedge states that he paid his fare in Durham to come to Raleigh and that the bus driver drove at a negligent and dangerous rate of speed. While the car was speeding along it turned sharply to the left, went off the highway and crashed into a store building, thereby injuring the plaintiff in the chest, back, hip, hands and other parts of the body. Mr. Coppedge further states

that previous to the accident he had remonstrated with the driver for racing at a high rate of speed with a bus of a competitive line, and was told that he had nothing to do with it.

Marriages

Mr. and Mrs. Thomas Newton Mann announce the marriage of their daughter, Sarah Louise, to Mr. HENRY CHIVOUS CHAMPION on the sixteenth of February at Chapel Hill. Mr. and Mrs. Champion are at home to their friends at Shelby where the former is connected with the South Shelby Pharmacy

Miss Daisy Smith and Mr. BURWELL EDGAR BLANTON announce their marriage in Asheville on March 10.

Mr. and Mrs. J. E. Merritt, of Chapel Hill, announce the marriage of their daughter, Bessie Lee, to Mr. DAVID JACKSON WOMBLE on the sixteenth of March. Mr. Womble is originally from Cary but has been associated with the Coppedge-Grant Drug Co., of Weldon, since passing the Board in 1924. He is a graduate of the University School of Pharmacy. After a motor trip through Virginia, Mr. and Mrs. Womble are at home to their friends in Weldon.

Mrs. A. B. Nicholson announces the marriage of her daughter, Virginia Poole, to Mr. BOWMAN G. WARREN at the Baptist parsonage in Graham on March 24. Mrs. Warren was formerly a nurse in Watts hospital, Durham. Mr. Warren is originally from Leaksville but for the past several months has been connected with the Graham Drug Co. The couple will live in Graham.

Mr. and Mrs. O. P. Raiford have announced the marriage of their daughter, Olivia Pearl, to Mr. WILLIAM HENRY CREECH on April 11. Miss Raiford is a teacher in the Princeton High School, while Mr. Creech is a well known young druggist of Selma.

Deaths

After several months' illness HOWARD McLARTY died on the afternoon of March 16 at the Ellen Fitzgerald Hospital of Monroe. Some time ago a tumor appeared under his right ear and though treated with the best skill grew more and more malignant

and finally caused his death. He was 48 years of age having been born on November 17, 1876, the son of the late Geo. C. and Mary Howard McLarty, of Monroe. For several years he had made his home at his farm four miles east of Monroe, although much of the time he was employed by the English Drug Co., where he was popular with the store management and the public generally.

FORM 1421 AGAIN REVISED

(Continued from Page 201)

must be attached on Form 1421, giving all pertinent facts relative to the loss, except, if there are no unusual circumstances and the quantity lost is less than one per cent of the total of the amount reported on line 33, such sworn statement need not be attached.

Board of Pharmacy Meeting

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates for license to practice both as pharmacist and assistant pharmacist will be held in Chapel Hill on Monday, June 15, 1925 at 9:00 A. M. For blanks or any

information in regard to said examination apply to,

F. W. HANCOCK,
Secretary-Treasurer,
Oxford, N. C.

A Successful Druggist

We doubt if any druggist in the State is the proprietor of as many stores as Mr. W. W. WIGGINS. Mr. Wiggins graduated from the University of North Carolina in 1916 with the degree of Ph.G., receiving his license to practice pharmacy in June of that year. He then returned to his home in Coats and not long afterwards became the proprietor of the Coats Drug Co. Early in 1922 he opened the Wiggins Drug Store at Vass and another store under the same name at St. Pauls. Later he became the owner of the Wiggins Drug Store at Buies Creek and the Robeson Drug Co., at Fairmont. During the past winter he bought the Powers Drug Co. at Wake Forest, changing the name shortly thereafter to the Wiggins Drug Store. If he owns six stores eight and a half years after becoming licensed how many do you suppose he will own at the age of three score years and ten?

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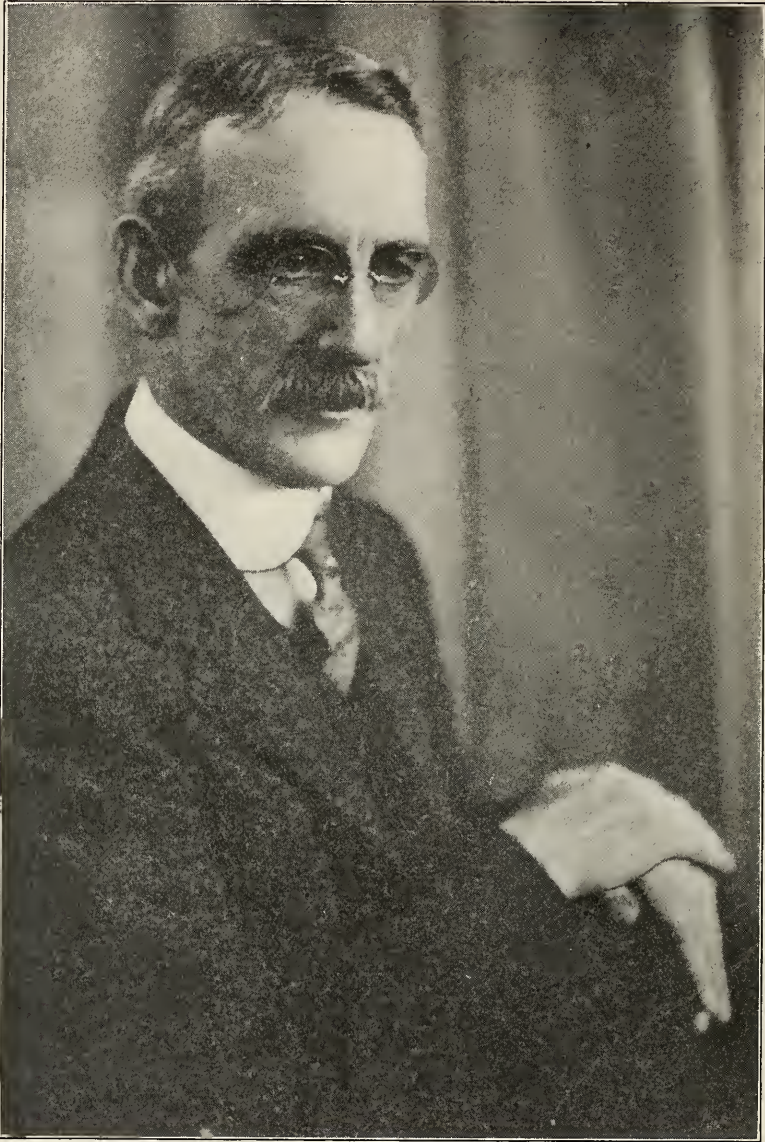
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MR. J. P. STOWE, of Charlotte

*As forty-fifth president, Mr. Stowe will preside over the Blowing Rock meeting of the
North Carolina Pharmaceutical Association*

The Carolina Journal of Pharmacy

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The Forty-Sixth Annual Meeting of the N. C. P. A. Will be Held at Blowing Rock, June 23-25, 1925

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

This issue of the Carolina Journal of Pharmacy is the annual Program Number. We hope that our readers, most of whom belong to the North Carolina Pharmaceutical Association, will examine with unusual care the pages that follow, since we are trying in this issue to give convincing reasons why there should be a large delegation on hand June 23 for the forty-sixth, the Blowing Rock, meeting of the North Carolina Association.

We feel satisfied that if the members of the Association honestly appraise the worth of a trip to Blowing Rock that they will decide it is decidedly to their advantage to attend the meeting. To make such an appraisal easier, we shall list below some of the outstanding reasons why they should go.



We Wish to Announce That

The Time is Right

People who have given careful thought to the matter have decided that June is the most satisfactory month in the year for North Carolina druggists to assemble in convention. (Incidentally 26 of the state associations are meeting in June this year.)

(1) Hotels at this time have more available rooms than in other months because it is an "off-season" for hotels. Better accommodations for delegates can, therefore, be secured. (2) Trade in June, particularly

during the third week, is very slack, so that druggists can better leave their business then than they could at another time. (3) After a heavy winter and spring season of work, druggists feel "let down," and are lacking in the enthusiasm and initiative so needed for successful merchandising. In consequence, they require a change of scenery and environment in order to begin a new campaign of competition. A trip to Blowing Rock will provide such a change. (4) June days seem hotter, more enervating, than do days of other months. Blowing Rock, because of its 4,300 feet of altitude, its snappy air and cold nights, is the best possible antidote for down-country heat.

The Place is Wonderful

If there can be found a spot in North Carolina superior to Blowing Rock for holding a convention, this writer has failed to find it. It is as easily and quickly reached as any mountain resort in the state. It is higher up, hence cooler, than any of our other resort centers. It is quiet up there—no city noises, dust and smoke—and this is a condition thoroughly to be appreciated after some of the disturbing sessions the association has had in recent years. And again, in a small place it is easy to assemble the delegates, while at the particular time the convention is held there will be few other than pharmacists on the Rock, so that it will all seem like a large family gathered together for a friendly conclave. Aside from these advantages, but of enormous importance, there are other reasons which make the place attractive as a convention site. (1) The Mayview Manor is a glorious place to live during the meeting. The food is excellent, the service is splendid, the rooms are cool and attractively furnished, and the views are wonderful. (2) In

every direction run footpaths and trails that tempt the laziest to an exercise that burns up the accumulated poisons of a year's indoor activity. The automobilist may motor in any direction and always find changing panoramas to tempt him onward. (3) Those inclined to golf, will find at

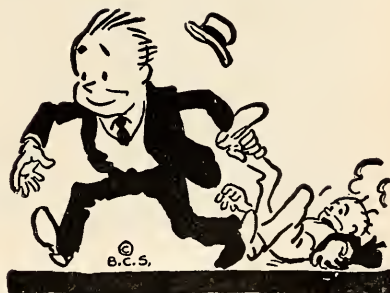
The Occasion is Necessary

Certainly as often as once a year druggists need to assemble and deliberate upon the problems that constantly face the business they are engaged in. Under the auspices of the Association there are annually brought together for counsel the best minds in North Carolina pharmacy, and at such times there are considered and acted upon the liveliest issues that confront drug retailing. On the reasonable assumption that group energy is more effective than individual efforts, and with the idea that a mass policy is to be preferred to an unorganized program, it becomes necessary each year for druggists to get together and discuss the questions that are of major importance so that decisions may be reached and courses of action agreed upon that will conform to the collective judgment and wishes of pharmacists all over the state. This year, as usual, there are matters needing adjustment that vitally concern every single druggist in North Carolina. They can properly be regulated only if they are considered carefully by a large number of the people affected, since only in this way can any action taken be representative of, and hence concurred in by, a majority of state druggists. To list here the current problems of the retailer would be to repeat what everybody concerned already knows, but it



The Links Are Wonderful

Blowing Rock an 18-hole course that presents every hazard known to this pill pushing pastime. The links can be traveled, despite their long yardage, without the weariness that follows an 18-hole round in down-country courses since the bracing qualities of the lighter mountain air cause exertion to be less felt than in lower altitudes. (4) Lovers of the rod and reel will be within easy reach of the fightingest and most plentiful bass and trout in western North Carolina. The Linville River and its tributary streams seem to flow water that game fish love, but warning is given right here that nothing short of a good fight is required to remove them from their aqueous habitat. (5) Some folks like to dance and others persist in doing so. Good orchestras at the Manor and Green Park Hotel nightly furnish temptation to toes that like to twinkle to a "trot". (6) An insomniac conquers his enemy and a dyspeptic enjoys his food at Blowing Rock, because there is a quality about the air that is at once soothing and bracing—that quiets while it tones, and under the influence of this elixir neither sleep nor hunger need be courted.



Bring Another Member

is necessary to emphasize an obvious fact, which is that these problems need immediate, intelligent, and varied thought expended upon them if the drug business is not to halt in its progress. During the Blowing Rock meeting, plenty of opportu-



HON. CHAS. W. HOLTON

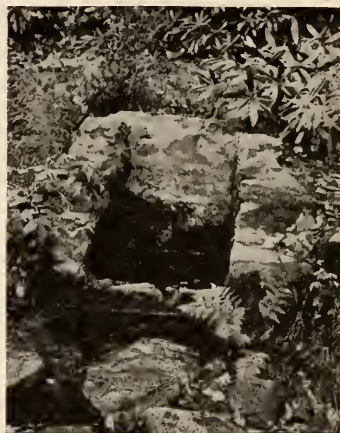
*President of the American Pharmaceutical Association, and Speaker
at Blowing Rock Meeting*

nity will be given for the members to discuss and act upon the issues now before them and if there is not brought to bear upon these matters the thinking of a sufficiently large number of druggists, then those who fail to attend and help need not be chagrined if the results do not represent their wishes.

The Speeches Will Be Interesting

At least two national figures will be present at the coming meeting in June. One is Mr. Chas. W. Holton, of Newark, N. J., the president of the A. Ph. A., who will preside over the Des Moines meeting of the national body. President Holton is a busy retail druggist who has succeeded in a city of a half million people, where competition is fiercer than anything dreamed of in North Carolina. While his business experience has been somewhat different than would be had by druggists in smaller places, it nevertheless proceeded along the same general lines that are needed in any and all kinds of retailing. His advice, therefore, will be helpful. Incidentally President Holton is a delightful person to meet and know, and one who is much interested in North Carolina. He attended the Wrightsville Beach meeting last year, and was so pleased with the convention, the

lecture on "Diabetes and Insulin," illustrating his remarks with lantern slides. He will present in a popular way the recent



progress in Insulin manufacture and therapy, and his lecture will unquestionably make a hit with the assembled delegates.

The Papers Will Be Instructive

Chairman Kyser, through his section, will present a program of papers that ought to be not only entertaining but very helpful as well. The titles indicate that scientific and commercial pharmacy are about equally to be dealt with. Such well known men as Hicks and Grantham will touch upon the latter field, while the chairman himself, with several others will handle the scientific side. It is not at all too late for other members to get in papers for the convention, and the JOURNAL hopes that additional titles will be sent in to Chairman Kyser.

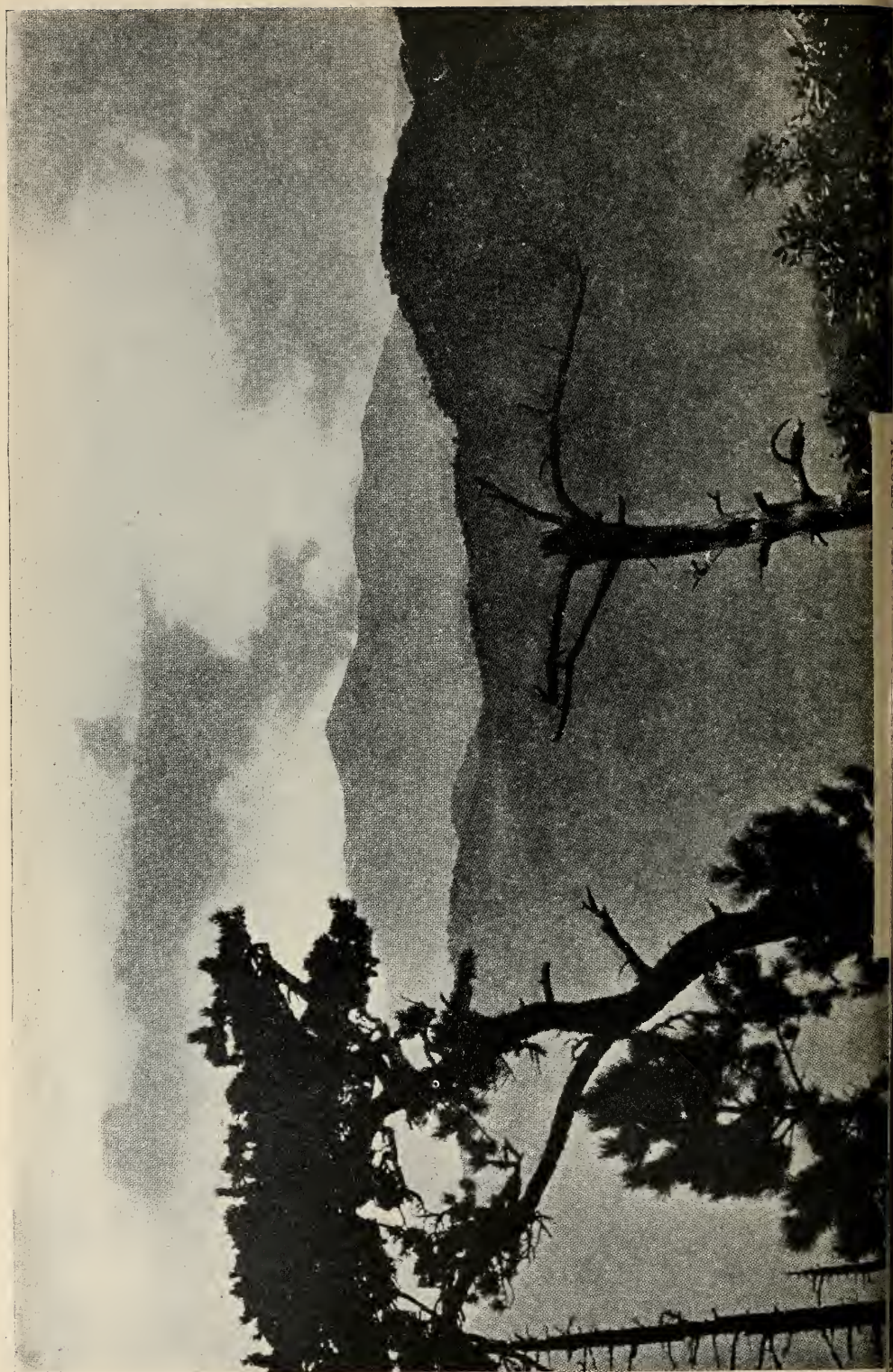
The Entertainment is Adequate

Four distinct sorts of entertainment will be offered the delegates and visitors to the Blowing Rock meeting. (1) A reception and dance. This event, scheduled for Tuesday evening, will provide opportunity for all attendants to get acquainted with each other, so that thereafter a freer mingling may take place. Following the reception, which will be tendered to President and Mrs. Stowe, a dance will be given with music furnished by the Manor Orchestra. On other occasions during the convention, the



Meet Old Friends

druggists assembled there, and the state generally, that he very graciously accepted a hearty invitation to fill a return engagement. There will also be on hand Dr. A. L. Walters, of Indianapolis, Ind., an expert authority on Insulin. Dr. Walters will

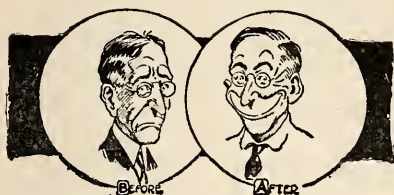


same orchestra will provide music for informal dancing. (2) A sight-seeing motor ride. On the second afternoon of convention week, an automobile trip to Grandfather Mountain and Linville Falls will be



Bring the Wife

taken, with side trips to points of interest. Lovers of mountain scenery will enjoy an ever-changing panorama and views unsurpassed in western Carolina. (3) Music. The Traveling Men's Auxiliary is bringing to Blowing Rock a quartette of noted singers who are scheduled for a concert on Wednesday evening. This event will precede a very interesting illustrated lecture which will be given in the same room. (4) Barbecue with Fixins'. Mr. W. L. Alexander, proprietor of Mayview Manor, is to tender the delegates a barbecue and Brunswick stew on Thursday at one. The event will take place on Blowing Rock proper, and will afford a pleasant opportunity for everybody to "feed" together informally.



Before and After the Convention

The T. M. A.

The Traveling Men's Auxiliary was formally organized at the St. John's Hotel in Hendersonville on June 18, 1914, during the thirty-fifth annual convention of the N. C.

P. A. Its purposes were to make more friendly the relationship between traveling men and druggists; to create greater interest in, larger attendance at, and better entertainment for, the annual meetings of the North Carolina Pharmaceutical Association; and to provide an additional tie for binding together traveling representatives in North Carolina for drug manufacturers and jobbers.

At the organization meeting the following officers were elected: president, C. D. Sedberry; vice-president, J. B. O'Bannon; secretary-treasurer, J. B. Staadeker. The charter members were: Lambert Kuhn, Lee Reinheimer, G. N. Ivy, R. P. Connally, J. B. O'Bannon, I. R. Vangorder, L. W. Phillips, T. F. Barnby, J. S. Salomonsky, L. L. Taylor, C. D. Sedberry, J. B. Staadeker, Eugene H. Walters, S. O. Smith, R. C. Fleming, C. T. Swaim and R. E. Hunter.

From 1914 up to the present time, the T. M. A. has been an active and an inspir-



Every Traveling Man Will Be There

ing force in the N. C. P. A. Its members have advertised the annual meetings beforehand in a better manner than could have been effected in any other way; during the conventions they have by their presence added a jollity to the occasions that made them more pleasant for the delegates; and as an organization they have regularly provided entertainment features that were often lavish, always enjoyable, and frequently the climax of the convention.

This writer is firm in his belief that no single agency has been more instrumental than the T. M. A. in furthering the interests of the state pharmaceutical association, and he further believes that the status of



MR. JOHN L. TAYLOR

*Chairman of T. M. A. Entertainment
Committee*

the association in the future will be governed in large part by the interest or lack of interest which the organized traveling men show in it.

It is of interest just here to note that the Auxiliary has been presided over and captained by the following men since its inauguration at Hendersonville:

1914-15—C. D. Sedberry, of Fayetteville.

1915-16—J. B. O'Bannon, of Charlotte.

1916-17—J. B. O'Bannon, of Charlotte.

1917-18—H. T. Kershaw, of Baltimore, Md.

1918-19—J. B. Bowers, of Richmond, Va.

1919-20—John Rowe, of Raleigh.

1920-21—J. L. Taylor, of Charlotte.

1921-22—Z. V. Moore, of Concord.

1922-23—J. W. Coppedge, of Raleigh.

1923-24—W. L. Phifer, of Charlotte.

1924-25—M. J. Leimkuhler, of Charlotte.

It is also pertinent to remark that since 1917 Mr. Lambert Kuhn has ably served as secretary-treasurer of the organization and is due much credit for his faithful work in that important office.

Hotel Facilities and Rates

Delegates to the convention are urged to stop at Mayview Manor since all of the

Two in a room with bath, \$8.00 per day, each person.

One in a room without bath, \$7.00 per day.

One in a room with bath, \$9.00 per day.

If, however, there are delegates who for one reason or another desire to stop elsewhere than at the Manor, they can find pleasing quarters at other places in the



E. V. KYSER

Chairman Papers and Queries Committee

village. The next largest hotel is located about three miles from the Manor, but frequent jitney service will enable those without cars to attend all the meetings without much inconvenience. As a matter of fact, it is a pleasant walk from the one place to the other. The hotel is the Green Park.

The rates are:

Two in a room without bath, \$4.00 per day, each person.

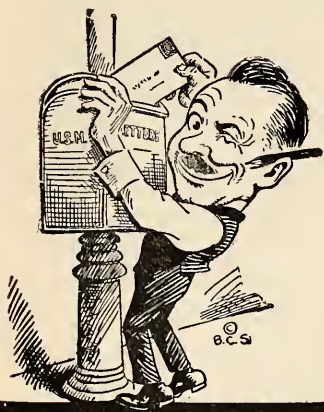
Two in a room with bath, \$6.00 per day, each person.

One in a room without bath, \$5.00 per day.

One in a room with bath, \$7.00 per day.

The other places available are all in the village, and are, therefore, not far from official headquarters. One is the Blowing Rock Hotel. The rates are:

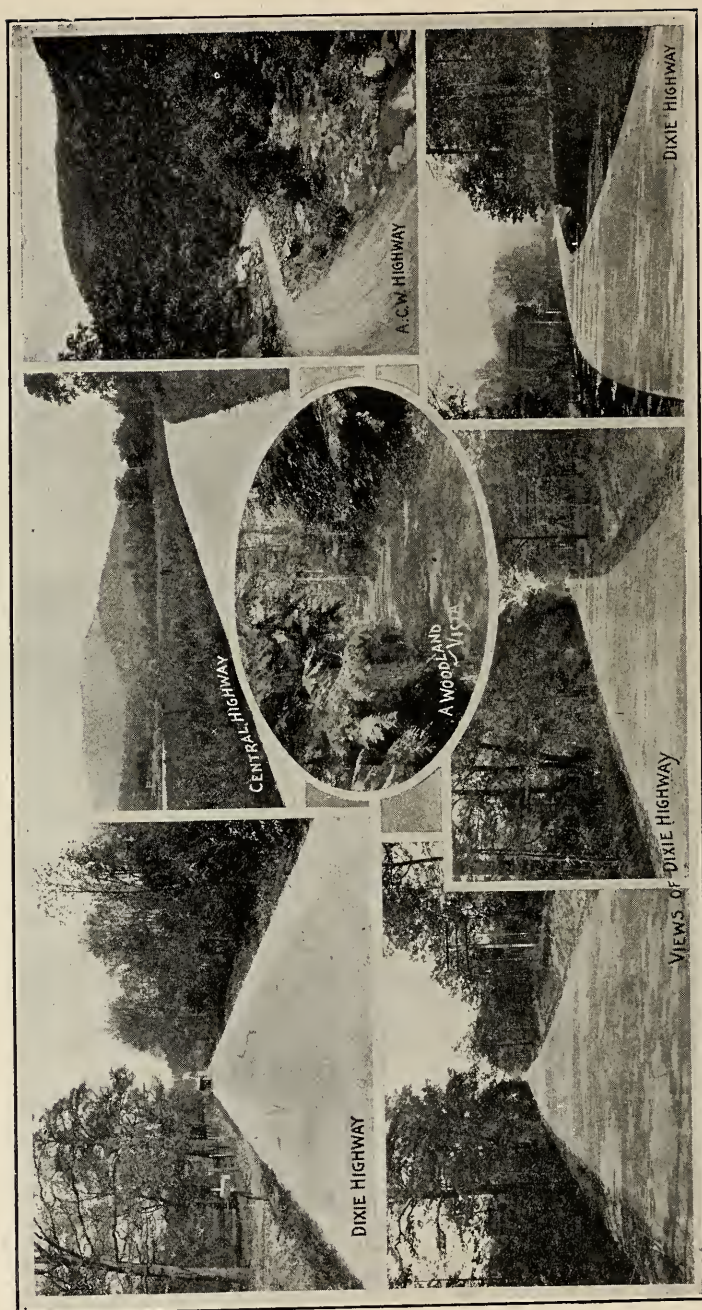
Two in a room without bath, \$4.00 per day, each person.



Mail That Reservation Now

meetings will be held there and since it has been selected as official headquarters. The following American plan rates are offered:

Two in a room without bath, \$6.00 per day, each person.



Two in a room with connecting bath, \$5.00 per day, each person.

Two in a room with private bath, \$6.00 per day, each person.

One in a room without bath, \$4.50 per day.

One in a room with connecting bath, \$6.00 per day.

One in a room with private bath, \$7.00 per day.

Accommodations may also be secured at the Wautauga Inn and the Martin House where the charges are \$3.00 per day, each person, for room and meals.

There are, in addition, several boarding houses at Blowing Rock where pleasant accommodations may be had. It is suggested, however, that the five places mentioned will serve adequately to house all delegates.



MR. LAMBERT KUHN, of Baltimore
Secretary-Treasurer of the Traveling Men's Auxiliary

Instructions About Reaching Blowing Rock

By Train

Delegates traveling by train to the meeting *should purchase tickets directly to Blowing Rock*, checking their baggage to the same point. Westbound passengers may leave the train at Hickory and eastbound passengers may stop off at Morganton, where, upon payment of \$1.50, they can take a bus to Lenoir and there be carried on their railroad tickets to Blowing Rock. If trunks are to be carried, it is suggested that the ticket be bought to Blowing Rock to avoid the bother of rechecking at Hickory or Morganton. With lighter luggage the ticket should be purchased to point of debarking from train, unless this point be Lenoir when the ticket should read through to the Rock. Check baggage to the hotel where you will stop.

The following information is furnished by an official of the Lenoir-Blowing Rock Automobile Line.

All trains on the Southern are met except No. 16 which runs east from Asheville and No. 35 which runs west from Salisbury.

All baggage will be checked through to Blowing Rock on Railroad tickets as per railroad regulations. Any information that may be desired will be furnished by ticket agents at any station on all roads.

Schedule for Busses

Leave Hickory 8:00 A.M. on arrival of train No. 15, Arrive Blowing Rock 10:30.

Leave Hickory 10:40 A.M. on arrival of train No. 11, Arrive Blowing Rock 2:00.

Leave Hickory 6:00 P.M. on arrival of train No. 21, Arrive Blowing Rock 8:30.

Leave Morganton 7:05 A.M. on arrival of train No. 36, Arrive Blowing Rock 10:30.

Leave Morganton 1:05 P.M. on arrival of train No. 22, Arrive Blowing Rock 4:30.

Leave Morganton 5:05 P.M. on arrival of train No. 12, Arrive Blowing Rock 8:30.

Leave Lenoir 3:02 P.M. on arrival of train No. 2, Arrive Blowing Rock 4:30.

Leave Blowing Rock 8:00 A.M. for train No. 22 East Bound at Hickory 1:50.

Leave Blowing Rock 8:00 A.M. for train No. 1 South Bound at Lenoir 12:15.

Leave Blowing Rock 9:00 A.M. for train No. 1 South Bound at Lenoir 12:15.

Leave Blowing Rock 9:00 A.M. for train No. 11 West Bound at Morganton 11:35.

Leave Blowing Rock 2:00 P.M. for train No. 12 East Bound at Hickory 5:50.

Leave Blowing Rock 2:00 P.M. for train No. 21 East Bound at Morganton 6:55.

Hickory and Morganton to Lenoir, one way fares, \$1.50. Round trip fares, \$3.00.

Hickory and Morganton to Blowing Rock, one way fares, \$4.00. Round trip fares, \$7.50.

Lenoir to Blowing Rock, one way fares, \$2.50. Round trip fares, \$4.50.

By Automobile

Delegates who will travel to Blowing Rock by machine should observe the following instructions. Members from the north-central and northeastern sections of North Carolina should proceed to Blowing Rock by way of highway No. 10 to Statesville, No. 75 to Lenoir and No. 17 to Blowing Rock.



Delegates from the south-central and southeastern section of North Carolina should follow Highway No. 20 or No. 74 to Charlotte, thence by Nos. 26, 75 and 17 to Blowing Rock.

Delegates from the west should take Highway No. 10 to Morganton, thence by No. 18 and No. 17 into Blowing Rock.

The distances by highway to Blowing Rock from various points in the state are as follows:

Albemarle to Blowing Rock.....	127
Asheville to Blowing Rock.....	104
Bryson City to Blowing Rock.....	178
Carthage to Blowing Rock.....	184
Charlotte to Blowing Rock.....	101
Concord to Blowing Rock.....	117
Durham to Blowing Rock.....	204
Elizabeth City to Blowing Rock.....	395

Fayetteville to Blowing Rock.....	230
Gastonia to Blowing Rock.....	86
Goldsboro to Blowing Rock.....	276
Greensboro to Blowing Rock.....	147
Henderson to Blowing Rock.....	245
Lumberton to Blowing Rock.....	226
Newbern to Blowing Rock.....	341
Raleigh to Blowing Rock.....	225
Rockingham to Blowing Rock.....	175
Salisbury to Blowing Rock.....	96
Sauford to Blowing Rock.....	196
Shelby to Blowing Rock.....	83
Smithfield to Blowing Rock.....	253
Statesville to Blowing Rock.....	69
Tarboro to Blowing Rock.....	294
Warrenton to Blowing Rock.....	267
Washington to Blowing Rock.....	327
Wilmington to Blowing Rock.....	305
Wilson to Blowing Rock.....	268
Winston-Salem to Blowing Rock.....	119

REGISTRATION FEE

Because there are no local druggists in Blowing Rock to bear the financial burden of entertaining the delegates and visitors at the forthcoming meeting, the Executive Committee (acting under authority granted at the Wrightsville meeting last year) has found it necessary to establish a registration fee of one dollar (\$1.00) which will be collected from each and every member and visitor attending the convention. After carefully computing the amount the Association will have to spend to entertain its membership at Blowing Rock, and after making a conservative estimate of the total number of persons who might be expected to attend, the Committee settled upon one dollar (\$1.00) as the pro rata cost of providing entertainment, and will, as said, expect each person registering for the convention to pay this fee.

Druggists, therefore, who go to the Blowing Rock meeting should register with Assistant Secretary-Treasurer Andrews at his desk in the Manor lobby. Upon payment of the fee, Mr. Andrews will issue to every payee the convention badge which will serve as the card of admission to all convention features.

Officers, Committees and Delegates of The North Carolina Pharmaceutical Association

1924-1925

OFFICERS

J. P. STOWE, Charlotte.....	<i>President</i>
A. A. JAMES, Winston-Salem.....	} <i>Vice-Presidents</i>
N. W. LYNCH, Charlotte.....	
C. B. MILLER, Goldsboro.....	
J. G. BEARD, Chapel Hill.....	<i>Secretary-Treasurer</i>
C. M. ANDREWS, Hillsboro.....	<i>Assistant Secretary-Treasurer</i>
J. G. BALLEW, Lenoir.....	<i>Local Secretary</i>

Committees

EXECUTIVE

J. P. Stowe, *Chairman*

A. A. James	C. L. Eubanks
N. W. Lynch	J. C. Hood
J. G. Beard	R. R. Copeland

LEGISLATIVE

G. K. Grantham, *Chairman*

R. K. Blair	Gilbert Crabtree
F. W. Hancock	T. L. Gardner

AUXILIARY TO THE ABOVE

C. M. Andrews	Sam Carter
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INSURANCE

R. K. Blair, *Chairman*

C. L. Eubanks	J. P. Stowe
F. O. Bowman	R. B. Suggs

RESOLUTIONS

C. A. Raysor, *Chairman*

W. W. Horne	C. B. Miller
F. G. Jacobs	W. A. Crabtree

PAPERS AND QUERIES

E. V. Kyser, *Chairman*

E. M. Hardin	J. L. Henderson
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TRADE INTERESTS

C. T. Council, *Chairman*

F. D. Culpepper	H. C. Lutz
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SCIENTIFIC

E. V. Kyser, <i>Chairman</i>	R. A. McDuffie
W. H. Wearn	A. P. Westbrook

Delegates

AMERICAN PHARMACEUTICAL ASSOCIATION

J. G. Beard, *Chairman*

E. V. Zoeller	I. W. Rose
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NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

C. A. Raysor, *Chairman*

R. N. Mann	J. A. Goode
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Alternates

J. P. Stowe	G. W. Waters, Jr.
Sam Carter	



BLOWING ROCK AT SUNSET



CONVENTION PROGRAM

Schedule of the Forty-Sixth Annual Meeting of the North Carolina Pharmaceutical Association at Mayview Manor, Blowing Rock

June 23, 24, 25, 1925

FIRST SESSION

Tuesday Morning at 10:00

Convention called to order by President J. P. Stowe.

Invocation by Rev. Carlock Hawk, Pastor of the First Methodist Church, of Lenoir.

Address of Welcome by Ex-Lieutenant Governor Newland.

Response to Gov. Newland's address by Vice-President A. A. James.

Address of Welcome on Behalf of the Local Druggists by Mrs. Addie Bradshaw Pegram.

Response by Vice-President Norman W. Lynch.

Roll Call by Secretary-Treasurer J. G. Beard.

Reading of Minutes of Preceding Meeting.

Applications for Membership Received and Acted Upon.

Presentation of Visiting Delegates.

General Announcements by Local Secretary J. G. Ballew.

Report of Scientific Committee by Chairman E. V. Kyser.

Reading of Scientific Papers.

The Inhibitory Action of Antiseptics on the Inhibitory Action of Diastase. By H. E. Whitmire and E. V. Kyser.

The Effect of Climatic Conditions on the Yield of Menthol from *Mentha Arvensis*. By G. A. Russell.

The Inhibitory Action of Antiseptics on the Activity of Pancreatin. By E. V. Kyser and A. L. Gilreath.

The Drug Garden of the University Arboretum. By H. R. Totten.

Some Pharmaceutical Notes. By E. V. Howell.

Some Comments on the Forthcoming Pharmacopoeia. By E. V. Zoeller.

SECOND SESSION

Tuesday Afternoon at 2:30

President's Address.

Secretary-Treasurer's Report.

Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

Tuesday Evening at 9:00

BALL ROOM, MAYVIEW MANOR

President's Reception and Ball.

The officers of the Association and Board of Pharmacy together with their wives will receive the delegates and visitors to the Blowing Rock meeting. Following the reception a dance will be held in honor of President and Mrs. J. P. Stowe. The music will be furnished by the Mayview Orchestra. Refreshments will be served.

THIRD SESSION

Wednesday Morning at 10:00

(Meeting of the Traveling Men's Auxiliary.)

(Meeting of the Woman's Auxiliary.)

Report of Chairman E. V. Kyser, of the Papers and Queries Committee.

Reading and Discussion of Papers.

The Professional Aspect of Pharmacy. By H. T. Hicks.

Mind Your Own Business. By E. L. Tarkenton.

Ethics in the Field of Merchandising. By J. G. Beard.

Address by Hon. Chas. W. Holton, President of the American Pharmaceutical Association.

Presentation of Subjects for Debate.

Appointment of Committee on Time and Place of Next Meeting.

Report of Committee on President's Address.

Wednesday Afternoon at 2:30

An automobile drive. Delegates will take waiting cars in front of Mayview Manor and be carried to Grandfather Mountain, Linville Falls, Newland and neighboring points of interest. Members having their own machines are requested to fill their cars with friends and join the Association party at the Manor. The trip will require about two and a half hours and will be traveled with sufficient slowness for comfort and sight-seeing.

FOURTH SESSION**Wednesday Evening at 8:00**

Concert given complimentary to the Association by the members of the Traveling Men's Auxiliary, complete program to be announced later.

An illustrated lecture by Dr. A. L. Walters. Subject: Diabetes and Insulin. Dr. Walters is Research Pharmacologist for Eli Lilly and Co. He will discuss the latest developments in Insulin manufacture and therapy.

FIFTH SESSION**Thursday Morning at 10:00**

Report of the Committee on Secretary-Treasurer Beard's Report.
Report of the Committee on Secretary-Treasurer Hancock's Report.
Report of the Legislative Committee by Chairman G. K. Grantham.
Report of Attorney F. O. Bowman.
Report of the Insurance Committee by Chairman R. K. Blair.
Report of the Resolutions Committee by Chairman C. A. Raysor.
Report of the Trade Interests Committee by Chairman C. T. Council.
Report of the Delegates to the A. Ph. A.
Report of the Delegates to the N. A. R. D.

SIXTH SESSION**Thursday Afternoon at 1:00**

Delegates will assemble at the "Rock" to enjoy a Barbecue tendered the Association by Mr. W. L. Alexander, proprietor of Mayview Manor.

Following the Barbecue the Sixth and last session of the convention will be held to finish the following business:

Selection of Next Meeting Place.

Election and Installation of New Officers.

Miscellaneous Business.

Adjournment.

NOTE:—A box of chemicals will be given by Powers-Weightman-Rosengarten Co., of Philadelphia, to the druggist presenting the best paper before the convention.

The Block Candy Co., of Atlanta, will give sample boxes of their candies to all attending the meeting.



Blowing Rock the Place

By M. J. LEIMKUHLER

President Traveling Men's Auxiliary

The month of June is not only the month of the Association meeting, but it is also your opportunity to visit and enjoy the grandeur of Blowing Rock and Watauga county. While the meetings are held on the 23rd, 24th, and 25th, a week spent in this mountain resort would be an ideal vacation for there is no place in the South that offers more of scenic beauty, better hotels satisfying menus, and more comfort and contentment than Blowing Rock.

Mayview Manor will be headquarters for the meetings, and while it is not the cheapest hotel in the State or the highest priced, it does boast (and it has the right to) of its rooms, its cuisine and its service. What do a few extra dollars amount to when spent for real pleasure and comfort by a druggist who is almost compelled to apply from fifteen to eighteen hours out of every twenty-four in the practice of his profes-



M. J. LEIMKUHLER

President T. M. A.

sion. To those not caring to stop at the Manor, Blowing Rock offers the choice of several excellent hotels ranging from \$3.00 a day up, American plan.

The T. M. A. wants to see every druggist there, each and every pharmacist from the extreme eastern part of the state, from the tobacco and peach belts, from the piedmont sections, as well as those from the mountain regions. The roads leading to Blowing Rock are State Highways which means that they are good and all-weather thorough-fares. A good time is in store for you, Mr. Druggist, as there will not be a dull moment during the three days of the meeting. Always something to do or somewhere to go. Come one, come all, we are counting on seeing every one of you.

United We Stand, Divided We Fall

By JNO. L. TAYLOR

Chairman of T. M. A. Entertainment Committee

Greetings:

To those of you who are contemplating joining the great caravan by auto or train to Blowing Rock in June to attend the annual meeting of the North Carolina Pharmaceutical Association let me say this: "Do not put off until tomorrow what should be done today." Make your reservation in advance, preferably at Mayview Manor, the official convention headquarters. Be a millionaire for a day—or for two or three days—and come up to enjoy the glorious mountain breezes. What difference does it make if the fare (the best in eastern America) costs three or seven dollars a day. Be a sport! Pack the wife and kids in the old "Tin Lizzie" and hit the best roads in the South—the map of Mr. Leimkuhler says so and I can endorse the statement. Be "among those present" and help make this meeting the biggest and best the N. C. P. A. has ever held. For the "light" minded there will be plenty of amusement; for the more serious minded—altitude—4,300 feet above the sea. And they will get "light" when they come to Blowing Rock and listen to Mr. Bowman talk. Our genial and efficient counselor can tell you "Jake Boys" something. Mr. Holton, president of the American Pharmaceutical Association and Dr. Walters, of the Eli Lilly Co., with his "bugs and things" will both address the convention. Last but not least the

entertainment of the Traveling Men's Auxiliary will be most enjoyable. A treat—a real treat, is in store for you. Come one, come all. "United we stand, divided we fall" What say you? Your friends will all be there. The traveling men, "Ambassadors of Commerce" will be there expecting to greet you with the glad hand of welcome. Shake hands with old friends, renew old acquaintances, be young for awhile. If you golf, bring your clubs, but keep your handicap a secret. If you do not golf other amusement will be provided for you such as "African Golf", and a big barbecue, to which all are invited as guests of

the management of Mayview Manor. A trip will be made to Linville and Grandfather Mountain along the greatest scenic highway of eastern America. The roads are safer than the ones at home. Why? There are wire fences to keep you in the "straight and narrow." They are not made of India rubber but they feel like that when you hit them. And bring your kodak because you do not wish to miss a single thing at this meeting. It will be talked about for ages. Let us all get together and commune among ourselves with the resolve that a "Druggist is more than a Merchant."



TWIN FALLS

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

Get the Habit

Every now and then some thoughtful druggist advises the editor that he has changed his position, or that he has installed a new soda fountain, or that he is remodeling his store, or that he has taken an interesting trip, etc., etc. Frequently these notices are sent on just a postal but they furnish the editor with interesting news that otherwise could not be included in the JOURNAL. Our readers want to hear about what their druggist friends are doing, but we cannot know of all the "Happenings of Interest" unless subscribers themselves send in such items. The post card habit of jotting down and mailing to the editor each and every bit of news about yourself or your druggist neighbor is a good one. Won't you get the habit?

Piedmont Topics

M. J. LEIMKUHLER, *Reporter*

MR. W. M. MEBANE, formerly prescriptionist for the Spring Hope Drug Co., of Spring Hope, now holds a similar position with the Merrimon Ave. Pharmacy, of Asheville.

MR. W. H. BLAUVELT has sold his interest in the Blanton-Blauvelt Drug Co., of Asheville, and is again associated with Raysor's Drug Store in the Mountain City.

MR. E. P. CRAWFORD, proprietor of Crawford's Drug Store, of Mocksville, has purchased the Lenoir Drug Co., and is contemplating moving to Lenoir.

MR. J. G. BALLEW, of Lenoir, has recently moved into his attractive new brick bungalow.

DR. J. L. WYATT opened a drug store at Lilesville about May first.

Goldsboro Topics

C. B. MILLER, Ph.G., *Reporter*

Much to our regret, MR. JOHN H. HAWLEY, of Hicks and Hawley, was defeated in the recent primaries as mayor of Goldsboro.

Hill's Drug Store, of Goldsboro, is destined to have to move for the second time within the past few months as the building in which this store is located will shortly be remodeled into a theatre of first class proportions. We extend our sympathies to the proprietor, JACK HILL.

MR. LOUIS COBB, formerly prescriptionist for Handley's Pharmacy, of Goldsboro, has accepted a position with Andrews Drug Co., in the same city.

Handley's Pharmacy no longer employs a registered druggist and has discontinued the filling of prescriptions. It is now in the class of "Drugless Drug Stores." The only cut rate store in Goldsboro where patents were sold has closed its doors folded its tents and as silently stolen away. Amen.

As We Go Along

By C. B. MILLER, Ph.G., *Goldsboro*

To find a man confronting you when you open your garage door at night is not a very agreeable experience; but this is what happened to a citizen of Goldsboro a few nights ago. The citizen, however, soon found the intruder was not in a normal condition but had wandered into the garage in a kind of stupor or intoxicated condition. Seeing this was the case the citizen dismissed the man and sent him on his way.

It was not "bootlegger lick" that made the man wander into a strange garage and caused his brain to reel and his eyes behold fantastic shapes. It was not "licker" that had made a beast of a creature out of

the man that was born in "God's own image." No, sir'. What was it then? It was U. S. P. paregoric which had been sold to the man by a reputable druggist.



MRS. ADDIE BRADSHAW PEGRAM

One of the Convention Speakers

On the floor of the garage was found the tell-tale bottle, a six ounce, with the druggist's label on it. It had been drained to the last drop.

Every druggist in North Carolina knows that he is violating the law when he sells a customer six ounces of paregoric. He also knows that six ounces of paregoric will last an ordinary individual a year when used legitimately. Why does the druggist do it then? There can be only one answer, and that is, the money is wanted. Yes, the druggist sell his conscience, he betrays his profession, he debauches his calling, he violates the Golden Rule, he damns a fellow-man, all for money. What would you like to do to the man who would sell your poor unfortunate brother, father or wife this stuff? Just place yourself in the other fellow's place. Just apply the Golden Rule, boys, and you will never go wrong. The druggist who buys and sells paregoric in larger quantities than he knows can be used legitimately places himself in the same category as the bootlegger of whiskey and

the man who used to stand behind the bar and in a white apron dispense the drink that stupefied. Until the individual druggists of this and every other state in the Union rise above the filthy dollar standard in conducting the retail drug business the profession of pharmacy will never occupy the high place desired for it by all clean and reputable druggists, nor will it take its place among the other honored callings of the Nation.

Let's get away from this, every mother's son of us, and those who will not let's weed out of the North Carolina Pharmaceutical Association. We don't need them and we will be better off without them for they are mill stones around the neck of the organization. They block its progress to higher standards of ethics and professional dignity. They besmirch our high calling with deeds that damn their fellow-man instead of extending a helping hand to minister to the unfortunate. It is our mission to make this old world a better place in which to live and we must be faithful to our trust.

General News Items

MR. M. D. WEST, of Moyock, who graduated from the University School of Pharmacy in 1924, is located with Truitt's Pharmacy, of Norfolk, Va. He gives his address as care of the Central Y. M. C. A.

MR. H. C. ROSS has resigned his position with the Fairview Drug Co., of Winston-Salem, and is now with Snuggs Drug Store, of Albemarle. He succeeds MR. G. S. BLACKWELDER who severed his connection with the Albemarle store in order to accept a position with the Gulf Oil Co., at his old home in Hickory.

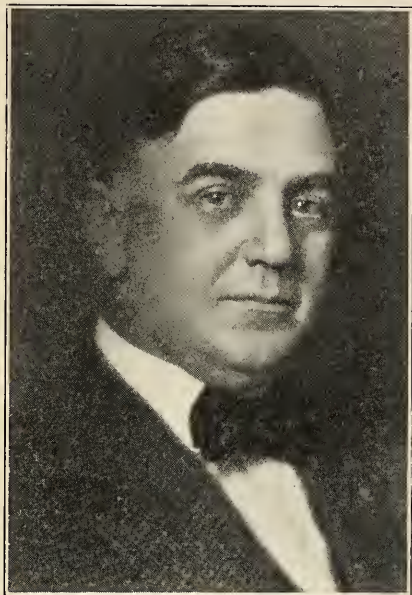
MR. SAM SOWELL, who has been prescriptionist for the Nashville Drug Co., of Nashville, for the past several months, is with the C. W. Ellington Co., of Raleigh.

MR. CLEMENT BYRD has accepted a position with the Vick Chemical Co.

Carter's Pharmacy, of Aberdeen, has recently been incorporated for general drug business either wholesale or retail. The authorized capital stock is \$50,000 with \$10,000 subscribed by MESSRS. JESSE CARTER, SR., W. V. CARTER, CAREY F. BROOKS,

of Aberdeen, R. G. CARTER, of Raleigh, and BEVERLY G. MOSS, of Washington.

MESSRS. H. S. OVERMAN and JOHN T. STEVENSON have opened a drug store in Elizabeth City under the name of Overman and Stevenson. Mr. Overman is the proprietor of the City Pharmacy in the same



MR. ALLISON A. JONES
Vice-President

town and will continue to give this store his attention. Mr. Stevenson was formerly with the Albemarle Pharmacy, of Elizabeth City, and will from now on give his entire time to the new business. The JOURNAL wishes for these druggists every success in their new venture.

The Brooklyn Drug Co., of Wilmington, will shortly move into a new brick building being built for the firm at Fourth and Bladen Streets. MESSRS. LUTHER WHITE and A. M. MATTOCKS are the proprietors of the pharmacy.

MR. A. BRETSCH, of Raleigh, who attended the University of North Carolina School of Pharmacy 1907-08 and who has been in the bakery business for a number of years, has again become actively interested in the profession of pharmacy. He is now con-

nected with Thrower's Pharmacy, of Southern Pines. His many friends welcome him back to the profession and hope that he will never leave it again.

MR. W. D. LANEY, who was connected with the Grace Pharmacy, of Asheville, for some time, is now prescriptionist for Buchanan Bros., of Sylva.

MR. H. A. TALLEY has resigned his position with Tainter's, of Marion, and is connected with the Coats Drug Co., of Coats.

MR. C. L. CARTER is with Everington's Drug Store at Laurinburg.

The JOURNAL desires to extend sincerest sympathy to MR. G. C. SISKE, popular prescriptionist for Liggett's Drug Store, of Greensboro, in the death of his father.

MR. B. M. TUTTLE has accepted a position with Owens Drug Co., of Winston-Salem.

MR. A. T. CANADA has resigned his position with the Patterson Drug Co. of Winston-Salem, and is now connected with a drug store in Roanoke, Va.

The Boddie Drug Co., of Louisburg, has been incorporated with authorized capital \$50,000 and \$3,500 subscribed by MESSRS. R. A. PEARCE, P. B. GRIFFIN and S. P. BODDIE, all of Louisburg.

MR. JESSE A. MEACHAM, of Smithfield, who attended the University School of Pharmacy last year is with the R. J. Reynolds Tobacco Co. His address is 223 Baltimore Ave., Cumberland, Md. He writes, however, that he has no idea of giving up pharmacy as a profession and expects to reenter the University in September to complete his course.

In the recent municipal elections in Raleigh, MR. E. G. BIRDSONG was re-elected as Commissioner of Public Safety by an overwhelming majority. There were four other candidates for the office. Mr. Birdsong is well known to JOURNAL readers as he was actively engaged in the practice of pharmacy for many years, having been connected with the Hicks-Crabtree Co., in the Capitol City. He was president of the N. C. P. A. in 1916-17.

In the latest copy of "The Polar Line", published by Robert M. Greene and Sons, we note that several "Green" soda fountains have been installed in North Carolina

drug stores. The stores installing these fountains are Taylor-Matthews Drug Co., Roanoke Rapids; Askew-Pugh Drug Co., Windsor; Yates Pharmacy, Charlotte, East Belmont Drug Store, Belmont; and Eubanks Drug Co., Chapel Hill.

Patillos Drug Store, of Gastonia, has been incorporated for wholesale and retail drug business. The authorized capital is \$25,000 with \$7,500 subscribed. The incorporators are MESSRS. J. WHITE WARE, E. W. SCOTT, and R. C. PATILLO, of Gastonia.

Among those who have recently joined the State Association are: MESSRS. A. R. PRUETT, Grantham and Co., Fairmont; R. A. HALES, Middlesex Drug Co., Middlesex; L. W. HENDERSON, L. W. Henderson Pharmacy, Franklinton; D. S. NYE, North State Drug Co., Lumberton; and A. M. GIBSON, Gibson Drug Co., Gibson.

The Justice Drug Co., of Greensboro has just purchased a valuable lot on the west side of South Davie Street, adjoining the present home of the firm. The purchase price was \$17,500.

The Statesville Show Case Co., has installed new fixtures in the Kibler Drug Co., of Morganton.

The Carolina Retailer for April carries the following announcement: "The Hedgepeth Pharmacy, of Lumberton, now has one of the most beautiful and most modernly equipped drug stores in the Carolinas. The fixtures, which were manufactured and installed by the Morrison Manufacturing Co., of Statesville, are admired by every one who visits the store."

The JOURNAL extends sympathy to the American Glass Works, Inc., of Richmond, Va., in the heavy loss the firm suffered recently when fire completely destroyed the operating department.

Important Notice

Letters addressed to several JOURNAL subscribers have been returned unclaimed. We are very anxious to learn the whereabouts of these men and shall appreciate it if accurate addresses are furnished for: W. M. POPE, Georgia Show Case Co., Montgomery, Ala.; F. S. BLAIR, Charlotte; P. R. HAMLET, Asheville; J. N. HAGOOD, Can-

ton; S. B. BURRUS, Forest Hill Drug Store, Asheville, and MRS. E. A. WATKINS, 411 Severs Ave., Charlotte.

Druggist Publications in New Homes

After having occupied quarters on William St., New York, during all but two months of its sixty-eight years, of existence



MR. F. O. BOWMAN

The Association's Capable Attorney

the *Druggist's Circular* has moved to 12 Gold St. The new offices are just a few steps around the corner from the location of the publication since 1897. The old quarters did not provide room for the necessary expansion of the *Circular* and hence a new location was found.

On April 20 the publication and editorial offices of the *Pharmaceutical Era* and its allied publications were moved from 3 Park Place to the Tribune Building at 154 Nassau Street. The *Era* occupies Suite 914.

New Head for the Medical College of Virginia

DR. W. T. SANGER, one of the most prominent young educators in the South, has just been elected to the presidency of the Medical College of Virginia and will assume his duties July 1. Dr. Sanger received his Ph.D. degree from Clark University in 1915, having done his graduate work in psychology under DR. G. STANLEY HALL. He comes to the Virginia college from the State Board of Education where he has served as secretary for several years.

Wife of Druggist Honored

In the city elections held in Fayetteville on May 5, Mrs. Floyd Benton Souders was elected a school trustee. Mrs. Souders is the wife of a prominent druggist of Fayetteville and is the first woman ever elected to the school board. We congratulate the citizens of Cumberland on their wise choice and prophesy for the schools an era of great service while Mrs. Souders is trustee.

Chapel Hill Druggist Honored

At the meeting of the Chapel Hill Post of the American Legion on April 24 it was voted to present to MR. CARL DURHAM, popular druggist and citizen, a Past Commander's badge. This was in recognition of Mr. Durham's faithful services—particularly in assisting world war veterans in distress—during his term of office as Commander.

Mr. Durham's ability was further recognized in the recent municipal elections when he was chosen a member of the Board of Alderman for a term of four years.

Positions Wanted

This month there will graduate from the State University School of Pharmacy about forty students. A great majority of these will stand the State Board, but several will not be able to get their licenses on account of lack of experience. Many of these graduates have not yet secured positions and the JOURNAL is very anxious to help them in every way possible to get placed. If the druggists who desire additional help will write to the editor's office the names of men best suited to the various positions will gladly be given. Then there are undergraduates who desire jobs during the summer months, so if you need relief men the JOURNAL will be glad to help you secure a junior druggist.

Back Proceedings Wanted

The Library of the University of North Carolina is very anxious to complete its file of the Proceedings of the North Carolina Pharmaceutical Association. Only two numbers are lacking, namely, the 1886 (Fayetteville) and 1909 (Greensboro). If any

one can supply either or both of these volumes or can suggest where they may be secured, please write to MISS MARY THORNTON, Librarian, Chapel Hill, N. C.

A Correction

It gives us pleasure to state that the "MR. J. W. COPPEDGE" mentioned in the May issue of the JOURNAL as bringing suit against the Safety Coach Line, was not the popular traveling representative of the W. H. King Drug Co. after all. The editor learned of the suit through the Raleigh papers which stated that the party bringing suit was Mr. J. W. Coppedge of the W. H. King Drug Co. We have just learned that the papers were in error and the gentleman bringing suit is NOT "our Mr. Coppedge" and is NOT connected in any way with the profession of pharmacy. We are, therefore, hastening to make the correction.

Drug Store Gets Far-A-Way Order

The O. Henry Drug Store, of Greensboro, has just received an order from Manabi, Ecuador, South America. It seems that early in March the drug store carried an advertisement in a local paper of a scalp massage. A day or two ago the firm received a letter from the continent to the south of us making inquiry concerning the preparation and asking for price lists for "getting some dozens." Every day we seem to get new evidence that North Carolina is "renowned the world around."

Another Honor for Dr. Zoeller

A striking example of the office seeking the man instead of the man seeking the office is found in DR. E. V. ZOELLER, popular druggist of Tarboro. In addition to his heavy duties as proprietor of a drug store and president of the Board of Pharmacy, his friends insisted recently upon his becoming a candidate for mayor of Tarboro. He finally consented but refused to work actively for his election. The week before election day he went to Elizabeth City for a visit of several days to his brother, while his opponent, a prominent and popular young lawyer, was actively "politicing"

for votes. When the ballots were counted it was found that Dr. Zoeller not only had won out, but had secured a plurality of votes in six of the eight wards. We congratulate Tarboro upon securing this splendid citizen as its mayor, and feel confident that the town will enjoy unusual prosperity under his efficient and progressive administration.

School of Pharmacy Notes

We regret exceedingly to announce that MR. C. B. BRITT, of Chadbourn, has been compelled to withdraw from college on account of ill health.

PROFESSOR E. V. KYSER delivered a most interesting lecture before the Elisha Mitchell Scientific Society on April 21 entitled, "Inhibitory Action of Antiseptics on the Activity of Pepsin."

The following students have affiliated with the Local Branch of the A. Ph. A. within the past few weeks: G. H. BALLANCE, Kenly; A. W. CLAYTON, JR., Roxboro; D. W. FOSTER, Asheville; P. E. KIRKMAN, Winston-Salem; W. M. MATTHEWS, Wilson; E. V. SAPP, Lancaster, S. C.; L. S. SULLIVAN, West New Brighton, N. Y.; C. B. WHITE, Edenton; and C. M. WILLIAMSON, Polkton.

The Phi Delta Chi fraternity announces the initiation of MESSRS. W. H. SMITH, of Cornelius and J. A. BULLOCK, of Creedmoor, and also DR. H. M. TAYLOR, of the School of Pharmacy faculty, as an honorary member.

The school recently had the pleasure of a visit from Dr. and Mrs. Jeanot Hostmann, of New York City. Dr. and Mrs. Hostmann celebrated their silver wedding anniversary recently by a motor trip to Washington, and from there drove through the Shenandoah Valley on to Staunton, Monticello, Richmond, and Chapel Hill. While at the University Dr. Hostmann addressed the senior class in pharmacy. The students are deeply indebted to the distinguished speaker for his interesting lecture. Dr. Hostmann is professor of analytical chemistry and associate professor of chemistry at the New York College of Pharmacy. He is also secretary of the New Jersey Pharmaceutical

Association, chemist to the N. J. Board of Pharmacy, an active A. Ph. A. worker, and president of the New York Branch of the A. Ph. A.

Dr. Totten Addresses A. Ph. A.

On the evening of May 5 DR. H. R. TOTTEN, of the department of Botany of the University, presented to the Local Branch of the A. Ph. A. the excellent collection of slides and notes of DR. CASWELL A. MAYO, of the Wm. S. Merrill Co., on the Great Botanic Gardens of the World. To Dr. Mayo's slides and notes Dr. Totten added a few notes of his own. The collection of slides included garden views and drug plants from the following botanical gardens: Oxford, Chelsea, Kew, Regent's Park, Edinburgh, Copenhagen, Stockholm, Amsterdam, Leyden, Groningen, Brussels, Berlin and Dahlem, Dresden, Paris, Bern, Vienna, Cairo, Calcutta, Ceylon, Buitenzorg, Surinam, Ottawa, Missouri, New York, Brooklyn, and the Arnold Arboretum.

The lecture was so well received that Mr. Totten, upon request, repeated it before a joint meeting of the Boy Scouts, Community Club and school children of Chapel Hill a few evenings later.

Florida University Takes Progressive Step

The University of Florida is planning to erect a building to cost many thousands of dollars to house the school of pharmacy and the department of chemistry. The plans also call for a "drug garden for growing medicinal plants and research investigation; a medicinal herbarium showing over 150 native drug plants of Florida, a museum incorporating old Indian, French and Spanish drugs, and a large technical library and reading room. A miniature model drug store will be constructed also. The location of the new building has not yet been determined, but the first unit, work on which will be started shortly, will cost \$220,000." It is also planned to take the school of pharmacy from under the College of Arts and Sciences at the University and advance it to the rank of a college, with Dr. Townes R. Leigh, the present head of the school of pharmacy, as dean.

Kappa Psi Gives Dance

The Beta Xi Chapter of the Kappa Psi Fraternity, located at the University of North Carolina, gave a most enjoyable dance at the Carolina Inn on the evening of May eighth. The ball room was most attractively decorated in the fraternity colors, red and grey. Dancing was from 9:30 to 1:30 and music was furnished by the North State Eight orchestra. During the evening sterling silver perfumettes with the fraternity letters engraved thereon were given to the ladies. Over fifty couples attended the dance, which was pronounced by those attending as one of the most delightful ever given at the University.

Bauer and Black's Interesting Campaign

Bauer and Black, of New York City, are putting on a campaign to interest boys and girls in first aid work. They are offering \$5,000 in prizes of \$10.00 each for meri-

torious first aid work done by boys and girls during 1925. They are furnishing complete first-aid kits to members enrolling in the Junior First Aid Legion for the nominal sum of twelve cents. With this membership goes the privilege of wearing the first-aid button of the organization, a copy of the first aid manual, and the privilege of participating in the \$5,000 prize contest.

Marriages

MR. WILLIAM GRANT RAKER and Miss Mabel Elizabeth Grimes, both of Lexington, announce their marriage on April 12. Mr. Raker is a member of the first year class in pharmacy at the University and will continue his studies until his graduation.

Births

MR. and MRS. IRA WINFIELD ROSE, of Rocky Mount, announce the birth of their son, Winfield Penny, on April 28.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

On to Blowing Rock

Druggists who appreciate the beauties and charms of nature and crave a brief respite from the daily grind in the drug store cannot afford to miss the coming Convention to be held at Blowing Rock, June 23-25. For there one may be privileged to commune with the invigorating spirit of the Highlands, where the bloom of the rhododendron like an artist's dream delights the work-weary eye, and the fragrance of the mountains' myriad flowers steals softly over one's senses like an oriental perfume to lull him into sweet repose; where jagged peaks rear their hoary heads above the morning mists to kiss the rising sun; where winding streams clear as crystal run their rapids o'er or else glide peacefully through

the highland meads; where gentle zephyrs play upon the mountains' grassy "balds" or whistle plaintively through the forests' o'er-hanging boughs; and where silence reigns o'er thoughts profound. Such are the delights that await and welcome you.

A place more inviting and more conducive (at that season of the year) for a pleasant and profitable meeting could not have been selected. For besides the natural beauty of the locality and its ideal summer climate, there are splendid hotel facilities adequate in every particular. Away from the clamor and din of the noisy city with its nerve-rack and mental strain, Blowing Rock has become famous the country over as a health and pleasure resort.

Because of this quiet, peaceful atmosphere and the exhilarating influence of the mountain air, the druggists will have an ideal place to discuss their problems, and we trust find for many of them a happy solution.

As we indulge in the pleasures of the occasion, may we not forget to stress the four-fold object of our organization, namely: (1) To unite the pharmacists and druggists of this state for mutual aid, encouragement, and improvement; (2) To encourage scientific research and develop pharmaceutical talent; (3) To elevate the standard of professional thought; and (4) ultimately restrict the practice of pharmacy to properly qualified druggists and apothecaries.

It is to be hoped that every North Carolina druggist who can will be present to assist in making the occasion a genuine "Herzenfest" of practical suggestion, helpful discussion and constructive planning for a bigger, better North Carolina Pharmaceutical Association.

Insurance Committee to Report

In the May issue of the JOURNAL the writer discussed somewhat at length the possibilities of a Mutual Fire Insurance Company for the druggists of this State, at the same time recounting the activities of the Insurance Committee of the Association in its work. In other issues and on other occasions the proposition has been discussed, and the requirements of the State Law governing the organization and operation of such a Company have been pointed out. The Committee believes therefore that the druggists generally throughout the state are familiar with both the plan under way, and also with what it has been doing in the way of getting every thing in readiness so that our own Company may be organized at the coming Convention, if acted upon favorably by the druggists assembled at that time. More than two hundred policy-holders and considerably more than three hundred thousand dollars of insurance have been obtained and the Committee will recommend that the proposed Company be organized. While the Committee feels that by the organization of such a Company the Association will have done the one thing which will mean more to

the druggists of the State than anything it has ever undertaken thus far, at the same time before we can hope to make the most of the endeavor we must have the co-operation of the entire membership of the Association. It will not be enough for you to say you favor the proposition; to make it a success and render the service which prompts the venture will require active participation on your part.

The Committee urges you therefore to look over your policies at once, also to check up on the amount of insurance you are carrying, and if you have a policy expiring between now and the time of the Convention that you can turn to us, or if you need additional insurance on stock, fixtures, or building, send it to the Secretary of the Insurance Committee so he may have, a policy issued covering the risk, and thereby become one of the promoters of this important undertaking of the Association.

License Taxes Must be Paid Before June 1

All taxes imposed under Schedule B of the Revenue Act of 1925, as a license for the privilege of carrying on certain businesses are issued for a period of twelve months and expire on the 31st of May of each year, as heretofore, and are due and payable to the Commissioner of Revenue, Raleigh, on or before engaging in the business for which the license is issued. Under this Schedule, retail druggists are required to pay (1) a tax for the privilege of retailing cigarettes and cigars, and (2) a tax for the privilege of operating a soda fountain. The amount of tax imposed under the above-named Act in the first instance is \$10.00 on every dealer doing business within the corporate limits of any town of over one thousand inhabitants, and \$5.00 on every dealer whose place of business is located outside the corporate limits of any town or within the corporate limits of any town having less than one thousand inhabitants. No county may levy a license tax under this section, and no city or town may levy an amount in excess of that imposed by the state. In the second instance the tax imposed under the new Act is a graduated tax,

ranging from \$5.00 to \$40.00, depending on the population of the city or town in which the business is carried on. In all towns of less than fifteen thousand, the rate is the same as has been imposed heretofore, but in the larger towns the rate was increased from \$25.00 to \$30.00 in towns of between fifteen and twenty-five thousand, and from \$25.00 to \$40.00 in cities having more than twenty-five thousand population, whereas, the old rate was \$25.00 in all towns and cities of more than fifteen thousand population. Under the new schedule however the cities and towns are permitted but one-half the amount imposed by the state, whereas, under the old schedule, towns and cities could levy the same tax as that levied by the State. All changes made by the last Legislature affecting retail druggists were set out in detail in the April Issue of the JOURNAL, and for a fuller statement concerning the new Revenue Act you are directed to that issue. This reference is intended to call your attention to the fact that the taxes in question must be paid on or before June 1, if you wish to avoid the penalty which attaches after that time.

Narcotic Registration

Every retail druggist is required by law (federal) to re-register as a retail dealer in narcotics and preparations thereof, with the Collector of Internal Revenue, Raleigh, N. C., on or before July 1st, next. The application for such re-registration when sent to the Collector must be accompanied with the registration fee of six dollars (\$6.00) together with a complete inventory of all narcotic drugs and preparations. Forms upon which the application and inventory are made and submitted to the Collector will be furnished every dealer in narcotics early in June. However, failure to receive the Forms will not relieve you from liability incurred for failure to file the application within the time prescribed by law. Should you fail to receive the Forms in

question during the first few days of this month you should advise the Collector to that effect and request him to have them forwarded to you at once.


Every year for some reason a large number of dealers fail to attend to this requirement within the time prescribed and are consequently penalized twenty-five per cent of the cost of registration, and many times greatly inconvenienced in that narcotics may be handled only through and by registered dealers. Avoid the paying of this penalty and the inconvenience often occasioned by registering before July 1st.

Confirmation of Permits

Treasury Decision 3692, approved April 17, 1925, amends Section 432 of Regulations 60, relating to the confirmation of permits to purchase, so as to provide that a vendor may enclose in one envelope all requests for confirmation mailed to a director in a single day, in which case, however, an additional letter of transmittal shall be inclosed scheduling the requests thus transmitted.

May Dispense to Narcotic Addicts

In an opinion of the Supreme Court of the United States handed down on April 13th, in the case of C. O. Linder vs. United States, it was held that "a physician, who acts bona fide and according to fair medical standards, may give an addict (narcotic) moderate amounts of drugs for self administration in order to relieve conditions incident to addiction". Commenting upon the opinion, the General Counsel for the N. A. R. D. has this to say: "The opinion in this case is regarded as the most reasonable and liberal to the medical and pharmaceutical professions, as well as to the public at large, ever rendered by the highest of the land in relation to the dispensing of drugs by persons registered under the Harrison Narcotic Act." Lack of space only prevents the writer from discussing the opinion at length.



George A. Matton

THE CAROLINA JOURNAL OF PHARMACY for July is dedicated to George A. Matton, of High Point, in recognition of his valuable service to the North Carolina Pharmaceutical Association, his uncompromising integrity as a druggist, and his splendid qualities as a citizen.


* * * * *

George A. Matton was born in Utica, Ohio, on Feb. 5, 1859. His father was William George Matton, his mother, before her marriage was Miss Emma A. Case, both having been reared in England. Mr. Matton's family moved to High Point, his present residence, when he was eleven years old, and there he was educated in the High Point Seminary. Mr. Matton began working in Mr. Frank Dalton's drug store while going to school, and after completing his education he devoted his entire time in Mr. Dalton's employ. This was about 1878. Shortly afterwards he accepted a position with Staton and Zoeller, at Tarboro, and remained under Dr. Zoeller's tutelage for about a year. Going home for a visit he found that Mr. Dalton had sold his store, and he found also that one of the new firm members, Rev. P. H. Dalton, was anxious to sell out his interest, believing that "a minister had no business being in business." Mr. Matton thereupon purchased the Dalton shares and became a partner with the other member, Dr. Brown. The firm name was then changed to Brown and Matton. This was in 1883. The following year Mr. Matton was registered as a licensed pharmacist in North Carolina. Some time during 1892 or 1893 Dr. Brown was killed at a railway crossing in High Point, following which Mr. Matton purchased the Brown interest and changed the store name to Geo. A. Matton Drug Co. The following excerpt from a letter Mr. Matton wrote some time ago is interesting just here. "I had a clerk, J. E. Burton, who had been with me since he was large enough to wash a bottle or hold a broom, to whom I was very much attached. I sold him some shares and organized a new company in 1906 with Mrs. S. F. Matton (my wife), J. E. Burton and myself as the firm. The store was then called the Matton Drug Co. and has remained thus to the present time. Mr. Burton's health became impaired and the doctor advised him to go to California, where he is at present, greatly improved in health. I took his note for the stock, but when he had to leave I took the stock back and destroyed the note."

Mr. Matton first became affiliated with the North Carolina Pharmaceutical Association in 1885, remaining a member until 1889. Resigning for a time, he rejoined the organization in 1908, and has remained a member ever since. He has been chairman of the Executive Committee (1908-09); member of the Executive Committee (1911); third vice-president (1909-10); second vice-president (1915-16); first vice-president (1910-11, also 1916-17); and president (1917-18). He became a life member in 1917. He has also been a member of the A. Ph. A. since 1916.

Mr. Matton was married to Miss Susie F. Foushee, of Pittsboro, on April 30, 1889. Mr. and Mrs. Matton have three children, Wm. George, Chas. F., and Lawrence C.

He is a Mason (Shriner), an Elk, a Pythian, and was treasurer of the Junior Order of High Point for twelve years. He is a charter member of the local Rotary Club, a member of the Commercial Club, president of the Piedmont Building and Loan Association, vice-president of the Kearn Furniture Co., president of the Keystone Cabinet Co, director of the High Point Savings and Trust Co., and vice-president of the Mann Drug Co. He is a member of the Democratic party and of the Methodist church, having been a member of the Board of Stewards for more than twenty-five years. He was treasurer of the Board for fifteen years. He has fishing for his hobby and says he plays golf for exercise.—J. G. B.





GEORGE A. MATTON, of High Point
A prominent druggist of North Carolina

The Carolina Journal of Pharmacy

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EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Let John Do It

Some weeks ago the editor was privileged to sit in conference with ten retail druggists of this state who had been called together to discuss impending and enacted legislation that would affect business generally. During the course of the conference he was struck anew by the possibilities these men offered as legislators themselves. They showed a knowledge and grasp of subjects of state-wide import that was surprising in a group that presumably had no training in legislative thinking or social planning. Without being in the least interested in legal language, they were nevertheless intelligently interested in the legal machinery of their state government, and, if a layman might judge by their conversation, they were abundantly able to select, appraise, and determine the best means to set in motion to give their state's citizenship the sort of common-sense, business-like legislation which all American commonwealths today seem so sorely to need. And yet not a man of the ten either would admit his fitness for the work of an assemblyman or showed any sympathy with the suggestion that he offer himself for election as legislator. Leave that sort of thing to lawyers and politicians they said, or as much as said. It is hardly likely that in the summer primaries a single druggist in the state will allow his name to appear as a candidate for the next General Assembly. The interests of druggists will be vitally affected when our next legislature gets into motion, and then as ever before there will be needed the sane counsel of business men trained in practical thinking, but as always the deliberative body will be made up of lawyers who know how and when to add the whereases, buts, and parties of the first part, but who so often think so hard about phraseology that they ignore substance in search

for form. One in eight of the next set of law-makers will know exactly what business, commerce, and trade *need* in the way of enactments and appropriations, but the other seven will control the whole situation.

Earning His Own Way

I have just been talking to a boy who has completed his first year in pharmacy at the University, and what he said deserves passing along.

This boy came to Chapel Hill last fall with exactly five dollars in his pocket. He had no more, could get no more, and, as it developed, needed no more. Being fired with a determination to educate himself as a pharmacist, he obtained a job waiting on a table for his board; secured a place at a local soda fountain to bring in needed money for tuition and books; did other work at odd intervals for "pin money"; passed all of his work in college; and while talking to me proudly displayed a balance of fifty dollars left over after all of his debts were paid. During Commencement while most other students were running about having a good time, this boy, with a truck he had hired, was carrying trunks to Durham in order to add to his balance in bank for next year.

There is nothing at all unusual about this boy's self-help experience and success. Scores of other chaps at the University are in various ways earning their college expenses. I am citing the fact simply to show that if a boy is earnest enough about the matter, he can educate himself at Chapel Hill without anybody's help. And it is my opinion that after he does so he will be a little more useful as a citizen than had his way been smoothed for him by parents or interested friends. Some boys have not the grit and energy to see the thing through; they "break" after a time, but this type seldom finds its way to college—it usually gives up without a fight.

NOTE: During Commencement day at the Medical College of Virginia this year, a Symposium on Professional Education was held for the purpose of showing what the aims and trends of education are in the fields of medicine, dentistry, and pharmacy. Drs. B. M. Randolph, of George Washington University and Garnett Ryland, of the University of Richmond, spoke on medical education; Dean R. D. Thornton, of the Dental School at the Medical College of Virginia, presented the case for dentistry; and Prof. J. G. Beard, of the University of North Carolina, spoke on behalf of pharmacy. The symposium created so much interest and debate that the JOURNAL is carrying certain portions of the speech on pharmaceutical aims in education so that readers may be given the opportunity to agree or disagree with the conclusions drawn by the pharmacist member of the Symposium.

Some Aims in Pharmaceutical Education

By J. G. BEARD

Had I been asked even five years ago to uphold the cause of my calling in a triangular symposium with doctors and dentists on the subject of professional education, I should have refused to participate on the grounds that pharmacy had no right to an entry because of its backwardness in educational progress. Today, however, I feel no hesitation in presenting our side of the case, because of the changes that have taken place inside our ranks during the past few years. While we still are not entitled to an unqualified admittance into the realm of the humane professions, we are nevertheless embarked upon a program that bids fair in the reasonably near future to earn for pharmacists an unquestioned right to membership, along with physicians and dental surgeons, in a triumvirate of technicians having health furtherance as a paramount objective. More than because of what we expect to do than because of what we have done or are doing, I feel no embarrassment in presenting the position of pharmacy to this symposium on education. In order that what I say may be better understood and to make the conclusions I draw sound reasonable and logical, I am prefacing the remarks that follow with a brief historical introduction covering certain important happenings in the field of American pharmacy.

Less than twenty years ago not a pharmacy board in the Union exacted a technical schooling of its applicants for license. A three-year apprenticeship coupled with a superficial examination on theory constituted the only requirements necessary for legal practice. Today there are twenty-six states having statutes making mandatory the completion of a *two-year* college course

as a prerequisite to registration, while the remaining commonwealths are nearing the adoption of a similar exaction. New Jersey will hereafter require graduation from a *three-year* course; New York and Pennsylvania will do the same beginning in 1928. New York initiated the first educational requirement in 1906, but not until about 1918 did the movement begin to gain definite momentum. It now has such an impetus and force that nothing obstructive can possibly prevent the graduation prerequisite from becoming nation-wide by 1930 or shortly afterwards.

The first organized school of pharmacy was established in this country at Philadelphia in 1821. Then followed slowly the creation of colleges in Massachusetts, Maryland, and New York, but not until the nineties can it be said that collegiate instruction was taken seriously by American druggists. The preceptorial system was so firmly entrenched that practitioners generally, the older ones particularly, were slow to see the need of anything better than the customary training which employers as a matter of course imparted to their apprentices. But as the volume of trade in drug stores grew greater, leaving the manager less time for the task of teaching, and as college instruction grew more practical, more adapted to the needs of its students, there came to be a gradual increase in the number of pharmacy students, especially when and as schools of pharmacy became more numerous and more conveniently placed. Another factor that assisted in the substitution of college for store training was the rapid addition of departments of pharmacy to state controlled institutions, universities particularly. This addition had the effect of lowering tuition costs, improving the quality of instruction, adding to the prestige of a col-

lege education, and of giving to novitiates the country over an opportunity near at hand to pursue an organized course of study. And so the number of pharmacy schools and students grew until in 1924 there were sixty-one schools established and approximately 8,000 students articulated.

During the first hundred years of pharmaceutical education in America, the standard course of study extended over two years, led to the so-called degree of Ph.G., and seemed apparently to satisfy the wishes of pharmacists generally. About fifteen years ago, however, there gained growth in the minds of many drug leaders a feeling that students of pharmacy were pursuing a curriculum that was too limited in time to permit a comprehensive technical course properly to be given, and too restricted in subject matter to develop the professional spirit that should animate pharmaceutical citizenship. This feeling came to be so strong, notably among educators, that the American Conference of Pharmaceutical Faculties, an organization embracing forty-five of the better schools in the country, passed a motion several years ago ordering member colleges to increase their minimum course of study from two to three years. Believing, however, that it would be wise to allow plenty of time for schools and pharmacists to get reconciled to and in sympathy with a fifty per cent. increase in course length, the Conference delayed the operation of the rule until 1925. Beginning, therefore, with this fall, the century-old two-year curriculum becomes a thing of memory and in its stead comes a schedule of study lasting not less than three years which will be nation-wide in application and available only to high school graduates.

Since the Conference, as just said, embraces forty-five of the better schools in the country, and since in most states the boards of pharmacy use Conference standards in defining an acceptable school, it seems reasonable to assume that the three-year course will become a mandatory minimum for the boards as well as for the schools. This assumption becomes almost factual as a result of the expressed wish of the National Association Boards of Pharmacy to follow the Conference in its educational advancements.

Not in the least content with this step forward, but determined that eventually pharmacy shall be placed on an educational equality with medicine and dentistry, leaders are now planning for a one-year, then for a two-year academic course to precede the study of pharmacy, and finally for the pharmacy course itself to extend over four years. Such an arrangement would call for a six-year collegiate period superimposed on the usual high school course of study. The full fruition of this plan will hardly occur before 1933, time being needed to educate pharmacists and the public to the necessity for such an extension, but that it will ultimately eventuate is a matter about which there can be no serious doubt.

Heretofore the retail pharmacist has not been an educated man in the sense that professional men generally are educated. There are approximately 107,000 registered druggists now practicing in the United States, and of this number it is safe to say that not more than one-fourth have completed even a two-year technical course much less had the advantages of a cultural education. This is said with no thought of being critical but simply to explain that organized educational processes up to this time have made no appreciable impress upon the body of men now practicing in our field. The average pharmacist, because of the limitations of his training, has confined his vision and his efforts to the four walls of his immediate environment. He has conceived his task to be the production and distribution of drugs that should become increasingly effective as his science and the physician's experience pointed to improvements. He has been and is a prompt, imposed-upon taxpayer; a cheerful contributor to civic campaigns; a ready provider of community conveniences; and in all ordinary ways a good citizen. But he has not been a professional man in the usual acceptance of the term because his training and his energies have been obtained and spent along lines too narrow to admit of his being ranked among the professional practitioners. The pharmacist of the future, however, will be a different type of man entirely from the sort just described (but not apologized for). Not different in the sense that he will be a better mechan-

ical manipulator, nor a safer dispenser of drugs, nor as a man of finer inherent impulses, but different in the fact that his whole order of formative thinking—character development—will be cultivated and broadened by processes and methods not available to or at least not considered necessary for the pharmacists now in practice. Instead of spending his early and impressionable years behind the counters of a drug store, there to be subjected to haphazard influences that at best are negative in their nature, he will be under a careful, prolonged tutelage in schools and colleges until his character is fully formed. In these institutions he will master the technique of his work, of course, but in addition he will pursue broadening courses in history and the humanities, cultural studies in the languages and literature, and practical instruction in the applied sciences that will make keener and deeper his grasp of his own subject. His associates will be the aspiring youth of his state with whom he will mingle to his own great advantage, and his environment generally will be of a nature best calculated to widen his whole vision of life and his part in its responsibilities. Upon graduation he will enter the field of pharmacy an older, maturer, better trained, and broader man generally than were his predecessors in the work. It is but pointing out the obvious to mention that when he and others of his kind come to populate and dominate pharmacy, they will reflect in their superintendency the sort of ideals which were ingrained in their thinking during plastic years at home and in college. Such men, having paid immeasurably more in time, money and toil for admittance into the field than pharmacists of the present day, they will value more highly than those of us now in control, the place in the social scheme that pharmacy should occupy.

In making visible to you this drug worker of the next generation, I want to prophesy three things that he is going to insist upon. First, a greater emphasis on a drug service that will not supplement or be incidental to but will instead take precedence over the purely mercantile phases of his endeavor. He will, like his forerunners, be a dealer who

buys and sells items not remotely related to disease, recognizing that a sufficient volume of sale is an economic fundamental and realizing that drugs alone will not support the "overhead," but he will make these items secondary to and not dominant over his sickroom requisites. In other words, while being a good merchant he is going to be a better pharmacist.

Secondly, he is going to take a more prominent part in the official and social affairs of his community and state than pharmacists nowadays seem to care about taking. An instinct for this sort of thing and the training required to make it fruitful will have been inculcated by his liberal education, while his remembrance of the lethargy in these matters that penalized his predecessors will make him eager to capitalize his own opportunities. Legislatures of the future are going to have a larger quota of pharmacists than they now show; Congress, if you will permit this boast, is going to have drug representatives along with those from other professional groups, not so much because druggists then will have political aspirations as because they will recognize that any work which is so surrounded by legislative restrictions as retail pharmacy, should have a voice in the formulation of such regulatory enactments as affect their work.

Thirdly, and this is the climax of my thesis, the pharmacist here being forecasted is going to demand and receive a partnership with the physician and sanitarian in programs looking to the promotion of the public health. Remember that he will be so equipped scientifically, so endowed temperamentally, and so located strategically for his part in the fight that his services will prove of incalculable benefit in technical and educational campaigns against disease. His store, then as now, will be a center for community mingling, and from such a station he will be able, better even than the physician, to carry on a propagandic policy that will advertise and reconcile the program and the public each to the other. The very fact that he selected work in drugs for his vocation carries with it, *ipso facto*, the assumption that in his temperamental makeup will be a strain calculated to make him

become an eager combatant against the disease forces that his drugs were created to battle with. And too, his technical training, lasting over a four-year period and covering many subjects demanded in the medical curriculum, will equip him not merely to take an intelligent interest in but to be a competent protagonist for the campaign to improve the health of the American people.

The educational expansion in pharmacy

that finds its first expression in the three-year course for this fall has such forces behind it and such potentialities within it that its completion, which is certain, will so change the complexion of our purposes, so elevate the aims of our future graduates, and so alter the character of our personelle as to give pharmacy by 1933 an earned right to a parity with medicine and dentistry in the realm of humane professions.

BRIEF HISTORY OF BURWELL AND DUNN

NOTE: This is the third of a series of sketches giving a brief history of the wholesale drug companies doing business in North Carolina. The jobbing industry has become so intimately connected with the retail practice of pharmacy that the JOURNAL desires its readers to follow the story of the formation of the several wholesale houses in this state. Each sketch is written by a member of the firm.—Editor.

On February 7, 1925, the wholesale drug house of Burwell & Dunn Company, Charlotte, N. C., rounded out THIRTY-EIGHT YEARS of SUCCESSFUL BUSINESS. Started by W. R. Burwell and R. A. Dunn in 1887 on Independence Square, the company soon outgrew its quarters and in 1905 it secured by purchase the building, 63 x 182, on the corner of College and Fourth Streets, which has been its home since. The growth of this business has been steady and continuous. A general drug business has been conducted in all its phases and the development is such that a drug store of the first and highest class can be fully and entirely set up and equipped for business in three days. And yet in all these years the manufacturing branch of this business has held first place. The best talent obtainable has been utilized by this company and very remarkable progress in pharmaceutical manufacturing has been accomplished. It has always been the policy of this company to have a number of licensed men actively connected with it in varying capacities. ASAC, Bipepsonate, Lee's Headache Compound, Burduco Liver Powder, Hymadol and Dr. King's line of remedies are some of its products that are well known to the trade.

The business is now under the active management of Mr. M. M. Murphy and Mr. Thos. J. Smith, vigorous men of long experience with this company. With the pleasant relations existing between its customers and this, the OLDEST WHOLESALE DRUG HOUSE in THE CAROLINAS, it appears that its future is bright with promise for still greater and higher attainments and service.

The officers and directors of this company are R. A. Dunn, M. M. Murphy and Thos. J. Smith.

Next month: The Peabody Drug Co., of Durham.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Re-Registration Under Harrison Narcotic Law

On or before July 1st of each year every dealer in narcotic drugs is required by law to register with the Collector of Internal Revenue for his district as such, and also to furnish a complete inventory of all narcotic drugs on hand. Despite the fact however that this provision of the law has been upon the statute books for a number of years and dealers periodically advised of its requirements, yet each year there are a large number of dealers in this state who fail to comply within the time prescribed by law and are consequently penalized for the delinquency. In view of this fact and in order to minimize the number of delinquents, the Collector has this year exerted every effort it seems to impress upon all registrants the necessity of attending to this matter within the prescribed period. As early as the middle of May, he mailed to every dealer all the necessary forms to be used in connection with the application for registration and the filing of the return, together with a letter of instructions setting out in detail the procedure to be followed, and just one week later sent a second letter which reads:

"This Office has just mailed to you the necessary form for your application for Re-registry for the coming fiscal year under the Harrison Narcotic Act; also the forms required for inventories, all of which must be properly filled.

"We ask your attention without fail during the month of June and even sooner if it suits your convenience. It is always a matter of regret to us when any one is delinquent and thus becomes subject to penalty and this is our reason for again making a personal appeal to you in this important and necessary matter.

"We take an especial interest in serving you and we wish at all times to do whatever you may desire if within the privileges given this Office by the National Law.

"Please give us the additional pleasure of feeling that we are serving you by prompt attention and we assure you in advance of our appreciation of your coöperation.

"With the best of good wishes and warm esteem,

Respectfully, yours,

Signed GILLIAM GRISSOM, Collector."

In addition, attention to the matter was made by the writer in this section last month. Yet, I am informed that applications for re-registrations are coming in slowly, indicating that many dealers will be delinquent again this year, despite the efforts made to bring about a hundred per cent compliance in order that dealers would not be subjected to the penalties prescribed and that the trouble experienced heretofore by failing to meet the requirements of the law in this particular would be eliminated.

In this connection, it is stated that the Collector is untiring in his efforts to assist in every way possible all the taxpayers of his district. A druggist himself, he knows of the manifold duties of members of our profession and the many laws and regulations governing the drug trade. Consequently, he has taken especial delight in doing all in his power to lighten the burdens of the retail druggist since his appointment as Collector. Every retail druggist in turn should coöperate to the fullest in all matters handled by the Collector, thereby showing due appreciation for the thoughtful consideration extended and for the valuable service rendered by his office.

Review of Revocation Proceedings

Treasury Decision 3707, approved May 21, and signed by Commissioner Blair, provides that "On and after the above date, in revocation proceedings brought under sections 5 and 9, Title II, of the national prohibition act, the decision of the assistant or agent of the Commissioner of Internal Revenue authorized to preside at the hearing shall be final, when rendered in conformity with Article XIX of Regulations 60, or pursuant to the authority specially delegated to him, except in the following cases:

(1) Where the charges are sustained, and, after applying in writing for a rehearing within 10 days from the date of mailing to him of notice of the decision, and being denied the same, or granted a rehearing and denied favorable action thereon, the respondent has within 30 days from the date of mailing to him of notice of either such denial, filed with the director, or with the Prohibition Commissioner in cases where the decision is rendered pursuant to authority specially delegated, a written notice of appeal to the Commissioner of Internal Revenue, setting forth the grounds upon which he seeks the reversal or modification of the original decision or that rendered on rehearing. The decision on appeal in such case shall extend only to the errors of law and fact raised by the appeal.

(2) Where the charges are dismissed and the record of the hearing fails to disclose substantial evidence warranting such finding.

A Board of Review, the members to consist of H. W. Orelutt, chairman, Julian Sharpnack, and V. Simonton, any two of whom shall constitute a quorum, is hereby established, which board shall, in the name of the Commissioner of Internal Revenue, and to the extent herein provided, review all hearings subject to review under these regulations, make such finding of law and fact as the case may warrant, and enter a final order affirming, modifying, or reversing the original decision or that rendered on rehearing; and to that end the board may from time to time adopt rules and by-laws not inconsistent herewith, which, when approved by the Commissioner of Internal Revenue and published, shall constitute a part of these regulations.

All regulations of this department inconsistent herewith are repealed to the extent of such inconsistency.'

Confirmation of Permits

Treasury Decision 3698, approved May 1, further amends section 432 of Regulations 60, as amended by T. D. 3692 (given in last month's issue of the JOURNAL), by adding an additional proviso to the last sentence thereof, making the entire section to read as follows:

Section 432. Such letter confirming permit to purchase must be secured by the vendor by communicating with the director purporting to have issued the permit to purchase. The communication shall in every case be on the letterhead of the permittee asking for confirmation, must be signed by him, and must show the name and address of the permittee wishing to secure the liquor, his basic permit number, the date and number of the permit to purchase covering the proposed shipment, and the kind and quantity of liquor covered thereby. Such letter must be sent by first-class registered mail and in every case a return receipt (postoffice Form 3811) must be demanded. Within 48 hours of the receipt of such letter the director will, if the permit is confirmed, send the letter confirming permit to purchase, Form 1410 D, by registered mail, with demand for return receipt. Each request and each confirmation will be mailed under separate cover: Provided, That a vendor may, if he desires, inclose in one envelope all requests for confirmation mailed to a director in a single day, in which case, however, an additional letter of transmittal shall be inclosed scheduling the requests thus transmitted. *And, provided further, That a director may inclose in one envelope all confirmations sent by registered mail to a vendor in a single day, in which case, however, an additional letter shall be inclosed therewith scheduling the confirmations thus transmitted including the post-office registry number of the request for confirmation, the number of the permit confirmed, its date, the name and address of the vendee, and the kind and quantity of liquor to be purchased, the original and all copies of which letter, and the*

confirmations thus transmitted, shall be initialed, in the lower left-hand corner, by at least two employees of the director's office who have been instructed in writing by the director to see that the forms 1410 D thus listed are, in each instance, actually mailed to the vendor.

Promising for Price Standardization

The delegates of the National Association of Retail Druggists to the 13th annual convention of the Chamber of Commerce of the United States in Washington this week were highly gratified at the action taken by the Chamber in appointing a special committee which gave positive assurances that the Chamber would do everything possible to execute the mandate of Referendum No. 13, that "there should be Federal legislation permitting the maintenance of resale prices, under proper restrictions, on identified merchandise for voluntary purchase, made and sold under competitive conditions." This mandate was voted in 1916 by a large majority vote of the Chamber of Commerce of the United States. In February last N. A. R. D. representatives participated in a conference with others in Washington at which the Board of Directors of the Chamber were criticized for not having carried the mandate into effect. The board replied that this criticism was not warranted because it had been difficult if not impossible for the Board of Directors to determine what constituted "proper restrictions" under which the proposed legislation should be enacted. A better understanding was arrived at on the 21st instant when the special committee of the Chamber heard representatives of the various trade bodies especially interested in the subject, including the Fair Trade League, the National Association of Retail Druggists, the National Wholesale Druggists' Association and the American Specialty Manufacturers' Association. At this conference it was the consensus of opinion that while differences of opinion existed as to the merit of the bills pending in Congress, an agreement could and would be reached whereby a bill satisfactory to all concerned, as well as the consuming public, would be drafted in the near future and urged for passage at the next session of Con-

gress. Some of the interests affected expressed dissatisfaction with that provision of the Kelly price standardization bill giving the Federal Trade Commission authority to supervise resale prices. In reply to this objection it was stated that Representative Kelly, author of the bill, was not so wedded to all of its provisions that he would insist upon the bill retaining the provision objected to. A member of the special committee of the Chamber explained that while under its by-laws the Chamber could not advocate the passage of a price standardization bill before individual members of Congress through its officers or individual representatives, the Chamber could and would coöperate with any and all trade associations which actively urged the enactment of such legislation. The essential thing at this time is to concentrate on a general demand for a hearing on price standardization legislation before the House Committee on Interstate and Foreign Commerce as soon as Congress convenes in December. In the meantime it is highly necessary and important for all friends of this legislation to educate the consuming public as to the particular benefits of the proposed legislation to the buyer. A demand from special business interests alone will not impress the average congressman as to the popularity of the proposed legislation. Here is an opportunity for the retail drug store to engage in timely and unobjectionable propaganda. This may be done by word of mouth, or through printed matter, as the druggist prefers. It can be done in both ways. The purchasing public must be convinced that price standardization legislation would benefit it. How? By keeping in business the greatest number of small merchants, or distributors. This would guarantee to the purchasing public the largest competition. This would save the purchasing public from a grasping monopoly and high prices in the end. A price standardization law would guarantee to the purchasing public quality of merchandise. Under reckless price cutting the purchasing public is being cheated by having inferior merchandise substituted for superior. These are only a few of the arguments in favor of price standardization legislation.—*Brokmeyer Bulletin*, No. E-20.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

University of North Carolina Commencement

The One Hundred and Thirtieth Commencement of the University of North Carolina was held June 7-10. From the opening day, when the Baccalaureate Sermon was preached in Memorial Hall by Rev. Ashby Jones, pastor of the Ponce de Leon Baptist church of Atlanta, Ga., until the benediction was pronounced at the close of the last exercises, Chapel Hill was crowded with alumni, visitors, and friends and relatives of the graduating class. Monday, June 8, was taken up with class day exercises of the seniors, while Tuesday, June 9, was given over to the alumni who crowded the day with their reunions, class meetings, banquets and other festivities. One of the features of the Alumni Day was the reunion of the Monogram Club and hundreds of former athletes returned to Alma Mater and enjoyed the elaborate program prepared for them. C. C. FORDHAM, JR., of Greensboro, a senior in the School of Pharmacy, as president of the Monogram Club, had his hands full with the many responsibilities incident to the occasion.

June 10 was Commencement Day and an audience of over 1,500 crowded into Memorial Hall for the splendid address delivered to the graduating class by Glenn Frank, editor of the *Century Magazine* and president-elect of the University of Wisconsin. Seldom has a commencement speaker made such a hit with University audiences. Alumni and friends of the University are agreed that it was one of the most effective commencement utterances ever delivered at the University. Following Mr. Frank's address Gov. McLean presented diplomas and Bibles to 325 University graduates. Forty students received the degree of Graduate in Pharmacy, while one received the degree of

Pharmaceutical Chemist and one that of Doctor of Pharmacy. The students receiving the several degrees are as follows: *Graduate in Pharmacy*: Samuel Avner, California, Pa.; Joseph Parker Barbour, Wilson's Mills; Oscar David Biddy, Asheville; George Gilmer Buchanan, Greensboro; Thomas Roy Burgiss, Elkin; Francis Earle Campbell, Hillsboro; David Ramsey Davis, New Bern; Harland Murllee Deal, Mooresville; William Dewey Ellis, Greensboro; Christopher Columbus Fordham, Jr., Greensboro; Wade Axom Gilliam, Elkin; Patrick Gray Glass, Kannapolis; John Albert Guiton, St. Pauls; James Malcolm Hall, Jr., Wilmington; John Perry Hall, Oxford; William Lacy Harper, Seagrove; Louis Swepson Harrison, Littleton; Edward Haupt, Newton; Fred Hopkins Hodges, Boone; Lewis Jason Holloman, Charlotte; Julian Cletus Hord, Shelby; Joe Parks Hudson, Mooresville; Leonidas Jackson, Duke; Paul Edwin Kirkman, Winston-Salem; Austin Boyd Kunkle, Statesville; Joseph Lazarus, Sanford; Ralph Parker McNeely, Charlotte; Hansel Lewis Rayburn, Hot Springs, Va.; Leslie Davis Rice, Beaufort; William Rufin Roycroft, Fuquay Springs; Thel Eugene Smith, Wilson's Mills; James Merritt Spoon, Charlotte; Earl Henry Tate, Lenoir; Leroy Boone Taylor, Gumberry; James Lee Thompson, Reidsville; Herbert Sherrill Utley, Benson; Archie Duval Walker, Ahoskie; Wilber Latham West, Roseboro; John Jennings White, Townesville; Hal Marion Winders, Fremont. *Pharmaceutical Chemist*: Alonzo Love Gilreath, Hendersonville. *Doctor of Pharmacy*: Hossein Amin, Egypt.

The Bradham Prize, given to the student making the highest general average during the two years of study, was awarded to Mr. EDWARD HAUPT, of Newton.

The Lehn and Fink gold medal, given for excellence in research work, was won by Mr. HOSSEIN AMIN, of Cairo, Egypt.

Of interest to former students of the University is the promotion of Mr. H. R. TOTTEN from assistant professor of botany to associate professor of botany.

Announcement was made of the resignation of Dr. H. M. TAYLOR, instructor in pharmacy during the past year. Dr. Taylor left immediately after Commencement for New York to accept a position with E. R. Squibb and Sons. It was with deep regret that the University authorities accepted the resignation of Dr. Taylor as he has been a valuable member of the School of Pharmacy faculty and his place will be a very hard one to fill.

School of Pharmacy Notes

PROF. J. G. BEARD spent several days in Richmond early in June attending the closing exercises of the Medical College of Virginia, and as honor guest of the Pharmacy Honor Society of the institution. Mr. Beard had also been invited to represent pharmacy in a triangular symposium on medical, dental and pharmaceutical education. In maintaining the side of pharmacy in the triangular discussion Mr. Beard chose for his subject, "Some Aims in Pharmaceutical Education." The other speakers were Dr. B. M. RANDOLPH, of George Washington University, who spoke on "Existing Defects in Medical Education;" DR. GARNETT RYLAND, of the University of Richmond, who chose for his subject "Pre-Medical Education;" and Dr. R. D. THORNTON, Dean of the Dental School at the Medical College of Virginia, who addressed the audience on "Some Recent Developments in Dental Education." The symposium attracted so much attention that druggists in this state should read with interest the portions of Mr. Beard's address carried elsewhere in the JOURNAL.

In addressing the Pharmacy Honor Society Mr. Beard selected the subject, "Pharmacy in Its Relation to Society." He asked that students substitute for the query "What Will Pharmacy Bring to Us" the question "What Can We Give to Pharmacy."

Throughout the address he plead that pharmacists think first in terms of service to sufferers and only afterwards of rewards for themselves. "Only when morality and not money is the fetish of its followers will any enterprise hold a secure place in the esteem of mankind." He suggested that the three words Pharmacy-Honor-Society be accepted as the motto of every druggist; that the three should be thought of as representing a pharmacist's professional obligations.

The new catalogue of the School of Pharmacy of the University has come from the press. It is a much larger book than has been formerly issued by the school and should be of great interest both to druggists already registered and to prospective pharmacists. It has for a frontispiece a picture of the new quarters to be occupied by the school for the first time during the session 1925-26, and also cuts of the Administration Building, the Dining Hall and several campus scenes. After mentioning a few of the advantages offered by the University, the laboratories are described, the degrees offered, the requirements for admission, the expenses, prizes and scholarships, and the courses of instruction. Announcement is made that beginning with the fall quarter, September, 1925, the courses offered will be a three year course of study leading to the degree of Graduate in Pharmacy and a four year course leading to the degree of Bachelor of Science in Pharmacy. Of particular interest is the statement that "Upon the completion of the prescribed courses for the degree of Bachelor of Science in Pharmacy a student may elect to enter the School of Medicine or to pursue courses of study leading to the Master's or Doctor's degree in Chemistry."

Just before the end of the college year the pharmacy class of 1926 met and elected officers for the coming year. The following were elected: president, J. A. SITISON, Edenton; vice-president, K. V. FRANKLIN, Raleigh, and secretary-treasurer, FLEET. H. SCROGGS, Canton. Student Council representative, W. J. ADAMS, Murphy.

MR. E. V. KYSER, associate professor of pharmacy, has been made a member of the University Chapter of the Society of the

Sigma XI (Society for the Promotion of Research).

The Alpha Gamma Chapter of the Phi Delta Chi Fraternity at the University of North Carolina gave its second reunion banquet at the Carolina Inn on the evening of May 15. In addition to the 29 active members present the following alumni members were in attendance: J. L. Alderman and C. H. McDonald, Jr., Chapel Hill; R. C. Hair, Charlotte; A. L. Hogan, Kinston; W. L. Johnson, Raleigh; W. R. McDonald, Hickory; W. F. Craig, Gastonia; G. W. C. Rush, Salisbury; L. P. Westbrook, Durham; J. D. Bain, Sylva; E. E. Adams, Statesville; P. G. Glass, Kannapolis; and A. W. Palmer, Sanford. Members of the School of Pharmacy Faculty were especially invited guests. Mr. C. B. BRITT served as toastmaster. The occasion was voted by all present a most delightful affair.

PROFESSORS E. V. HOWELL, E. V. KYSER and H. R. TOTTEN's experiments have taken them into the realm of farming. Not long ago they planted an eighth of an acre of Bergamot mint, known in the language of science as *mentha citrata*. The United States Bureau of Plant Industry sent the University a sugar barrel full of runners from the roots of the plant for the purpose of experiment, that is to see if they would grow in this part of the country. Bergamot mint is a new crop whose value was not known until recently. The leaves and tops of the plant are distilled at maturity and in the oil so produced the content of lincyl acetate runs from 60 to 70 per cent. This oil is in great demand as a synthetic perfume material. The agricultural efforts of the University professors may be the beginning of the production in North Carolina of a most valuable oil.

Among the druggists attending the University Commencement were Mr. G. K. GRANTHAM, who was present as a trustee of the institution, and Mr. C. C. FORDHAM, who came to see his son, MR. C. C. FORDHAM, JR., graduate. Another very interested spectator at the exercises was MASTER C. T. HORD who was very proud to see his father, MR. J. C. HORD, in cap and gown receive the degree of Graduate in Pharmacy. As soon as Gov. McLean had finished awarding the

diplomas young Hord, escaping from his elders, marched upon the platform where he was received by the Governor with open arms. He was soon in the Chief Executive's lap and the two chatted like friends of a life time. We don't know the subject of the conversation, but we have an idea that young Hord was telling the Governor what a smart man his daddy is.

Friends of the graduates may be interested in knowing where the young druggists are planning to begin their professional careers. Although a few of these pharmacists are not definitely located the majority have already accepted positions. MR. S. AVNER will return to Pennsylvania and will be located in Uniontown; MR. J. P. BARBOUR will be in Benson; MR. G. G. BUCHANAN during the summer will be with the Revolution Pharmacy in Greensboro; MR. T. R. BURGESS will be prescriptionist for a new store MR. J. G. ABERNETHY is opening in Sparta; MR. F. E. CAMPBELL is prescriptionist for the Hillsboro Drug Co., Hillsboro; MR. H. M. DEAL has accepted a position with the J. S. Blake Drug Co., Charlotte; MR. W. D. ELLIS will be with the Porter-Lyon Drug Co., Greensboro; MR. C. C. FORDHAM, JR., will be associated with his father in Fordham's Drug Store, Greensboro; MR. WADE GILLIAM is with Abernethy's Pharmacy, Elkin; MR. J. A. GUITON is with Wiggin's Drug Store, St. Pauls; MESSRS. J. M. HALL, JR., and J. P. HALL are in their father's stores in Wilmington and Oxford respectively; MR. L. S. HARRISON returns to Harrison's Drug Store in Littleton; MR. EDWARD HAUPT is with Brady's Drug Store, Newton; MR. L. J. HOLLOMAN is with the Belmont Pharmacy, Charlotte; MR. JULIAN C. HORD is again connected with the Reviere Drug Co., Shelby; MR. J. P. HUDSON is with the Miller Drug Co., Mooresville, for the summer months and in the fall will be located in Charlotte; MR. LEONIDAS JACKSON is a proprietor of the Jackson-Fitchett Drug Co., Duke; MR. P. E. KIRKMAN is in Winston-Salem with the Owens Drug Co.; MR. L. D. RICE is with House's Drug Store, Beaufort; MR. E. H. TATE is located in his home at Lenoir with Marley's Drug Store; MR. J. L. THOMPSON is with the Gardner Drug Co.,

Reidsville; MR. H. S. UTLEY is in Benson where he owns an interest in the Sherrill Drug Co.; MR. A. D. WALKER is a proprietor of the Walker-Cherry Drug Co., Ahoskie; and MR. W. L. WEST is connected with the D. W. Tart Drug Co., Roseboro.

Dean Howell Entertains

The annual barbecue Dean E. V. Howell gives in honor of the Local Branch of the A. Ph. A. and the senior class in pharmacy is always an occasion eagerly looked forward to by the honorees. This year the event was held May 30 on New Hope Creek about seven miles from Chapel Hill, and proved to be the best "party" the Dean has ever given—which is, of course, a way of saying that the barbecue was a huge success. The afternoon before the guests were expected Dean Howell accompanied by Messrs. Kyser and Taylor, several student assistants and the official negro chef, went out to the creek with the provisions and to get the "camp" in readiness. After a very busy afternoon the vanguard secured commodious quarters in the upper floor of a barn, the lower floor being already occupied by two mules, two cows and a calf. The Dean retired quite early but could not sleep owing to the fact that one of the occupants of the lower floor—a cow—was quite restless and continually dragged a restraining chain heavily over the floor.

In spite of the disturbing night the Dean was in fine fettle next morning to greet his seventy-five guests. Besides the students the members of the Pharmacy Faculty were also present. The day was spent in swimming, fishing, horseshoe pitching and other contests, and at one o'clock a bountiful dinner, cooked and served as only the Dean knows how to prepare, was enjoyed. The menu consisted of barbecue, Brunswick stew, slaw, spring onions, hot rolls and lemonade.

The guests left loud in their praises of Dean Howell's hospitality, declaring that this was the best meeting the A. Ph. A. had ever held, and convinced that May 30 was THE red letter day on their calendar for the year 1924-25.

Board of Pharmacy Meets

The North Carolina Board of Pharmacy met in Chapel Hill on June 15-16 to examine candidates to practice pharmacy, every member of the Board being present. The theoretical examinations were held in Manning Hall, the Law Building, and the practical in Person Hall, the Pharmacy Building.

Only those candidates who took the entire examination (laboratory and theory) had their grades announced. The following of the thirty-five who stood the full examination passed: M. C. Ewell (Col.), Raleigh; L. J. Holloman, Charlotte; Edward Haupt, Newton; J. A. Guiton, St. Pauls; O. D. Biddy, Asheville; W. L. West, Roseboro; C. C. Fordham, Jr., Greensboro; E. H. Tate, Lenoir; W. A. Gilliam, Elkin; J. L. Thompson, Reidsville; T. R. Burgiss, Elkin; J. A. Liner, Atlanta, Ga.; H. H. Lemon (Col.), Charlotte; L. D. Rice, Beaufort; W. R. Roycroft, Fuquay Springs; H. M. Winders, Fremont; J. P. Hall, Oxford; W. D. Ellis, Greensboro; A. B. Kunkle, Statesville; W. M. Mauney, Murphy; H. L. Rayburn, Hot Springs, Va.; J. S. Glenn, Pittsboro; F. H. Hodges, Boone; and R. A. Hedgpeth, Lumberton.

The Beal Membership Prize was awarded to H. M. Winders, of Fremont.

The JOURNAL extends heartiest congratulations to these new pharmacists, and the registered druggists of the state welcome them into the ranks of the profession of pharmacy.

Greensboro News

R. A. McDUFFIE, Ph.G., *Reporter*

On June 20 MR. JOHN E. JUSTICE and Miss Gozille Hall, of North Wilkesboro, were married. Mr. Justice is vice-president of the Justice Drug Co., and is well known and liked by druggists all over the state. (It is the private opinion of the writer that both parties deserve congratulations.)

MR. DAVE SHREVE has returned to his old job with the Justice Drug Co., after an absence of several months due to illness.

MR. E. C. SYKES has severed his connection with Liggett's and is now doing relief work in various towns in the state.

MR. and MRS. Z. V. CONYERS have recently returned from a motor trip through northern states.

MR. FRANK PAGE, of the W. H. King Drug Co., of Raleigh, was recently in Greensboro shaking hands with his old friends.

News Around N. C.

J. K. CIVIL, *Reporter*

The South Carolina State Pharmaceutical Association will hold its annual meeting in Newberry, S. C., July 8-9. Due to the fact that the last S. C. Legislature burdened our sister druggists with a 20% tax on cosmetics and drinks, a 10% tax on candy, and a 15% tax on tobaccos, a very large gathering of pharmacists is expected. South Carolina druggists report a slump of from 25 to 50 per cent. in sales since the tax went into effect, and it is expected that a tremendous protest will be voiced at the convention against the "discriminating nuisance tax." MR. R. M. DACUS, of Greenville, is president of the association and MR. FRANK M. SMITH is the secretary. The South Carolina board of examiners meets in Columbia July 6-7.

MR. JIM KEEVER is back with the John S. Blake Drug Co., of Charlotte, for the summer months. Jim is studying medicine at the University of Virginia.

The many friends of MR. J. L. CALDWELL, of Gastonia, will be glad to learn that he has entirely recovered from an illness which extended over several months. He is now with the Morrow Drug Store in his home city.

MR. JOE MCKAY, of Asheville, who has been located with the Johnson Drug Co. in the Mountain City for some time, opened a drug store at Lake Junaluska on June first.

Hoskins Drug Co., of Charlotte, is spending several thousand dollars in remodeling the store. A complete new outfit will be installed, and the owner, MR. M. E. PIERCE, says he will have the prettiest suburban store to be found anywhere. Mr. Pierce always backs up his words with actions, and so we congratulate Charlotte upon this latest improvement in the drug stores of the city.

Piedmont Topics

M. J. LEIMKUHLER, *Reporter*

MR. H. L. POPE has resigned his position with the Torrence Drug Co., of Gastonia, and is now associated with Alexander's Drug Store at Waynesville.

MR. W. O. WATKINS, of the Thompson-Watkins Co., of Rutherfordton, has been confined to his home for several weeks due to an attack of grippe. We are wishing for Mr. Watkins a speedy recovery.

MR. H. W. HARRIS, former proprietor of the Catawba Drug Co., of Catawba, has purchased half interest in Crawford's Drug Store at Mocksville. MR. JOHN P. LEGRAND, of Mocksville, is the owner of the other half. The store is now known as the Harris-LeGrand Pharmacy. The Catawba Drug Co. has been sold to MR. B. C. GRIFFIN, of Huntersville. MR. E. P. CRAWFORD, formerly the owner of Crawford's Drug Store at Mocksville, has purchased the Lenoir Drug Co., of Lenoir. *The Carolina Retailer* for May, says: "MR. E. P. Crawford, who established the Crawford Drug Store in Mocksville twelve years ago, has purchased the business of the Lenoir Drug Store at Lenoir, and will take charge of the newly-acquired business as soon as he disposes of his interests in Mocksville. Mr. Crawford has been prominent in the affairs of Mocksville, and Davie county having represented his county in the last session of the Legislature."

MR. B. W. BINFORD, has resigned his position as manager of Hall's Pharmacy, of Albemarle, and intends entering the insurance business in the same town. For the next thirty days he is doing relief duty for MR. J. C. MUNDY at China Grove while Mr. Mundy is enjoying a short vacation and a much needed rest. MR. F. W. LEWIS, of Petersburg, Va., succeeds Mr. Binford at Hall's Pharmacy.

MR. R. F. HOLLAND, of Asheville, is now traveling for the H. K. Mulford Co. in western North Carolina, succeeding MR. ED. GIBSON who moves to Atlanta as Southern Sales Manager.

Goldsboro Topics

C. B. MILLER, Ph.G., *Reporter*

MR. JOHN HOOD, of Kinston, was a recent visitor to Goldsboro where he attended the Tuscarora Council of American Boy Scouts. Mr. Hood is director of the council. Your humble scribe had the pleasure of shaking hands with John around the festive board of the council held at the Woman's Cafeteria.

MR. H. P. UNDERWOOD, of the MacKeithan Drug Co., of Fayetteville, paid us a flying visit recently and reports business good at the "Suburb to Camp Bragg." Ham says he is ready to wet a hook.

Hill's Drug Store, of Goldsboro, has been forced to close on account of being unable to secure a good location in which to continue business. The present site has been leased to a theatrical ownership and the building will be completely overhauled to house the theatre, which is a hundred thousand dollar proposition. JACK HILL, the genial proprietor, is taking a much needed rest and will in all probability re-open at a later date in a suitable location.

MR. J. S. GLENN, for several years with Eubanks Drug Store, of Chapel Hill, has accepted a relief position for the summer with the Goldsboro Drug Co., of Goldsboro. He reported for duty on June 20.

General News Items

MR. W. A. CRABTREE is a charter member of the Rotary Club recently organized at Sanford.

The Belmont Pharmacy, of Charlotte, is being remodeled and many improvements added.

MR. R. L. FURMAN, who attended the University School of Pharmacy 1914-15, on May 9 became the proprietor of the Furman Drug Co., of Bennettsville, S. C.

MR. M. C. MCNEELY has discontinued the practice of pharmacy and is now connected with the South Atlantic Land Co., Inc., at Gastonia.

MR. F. S. BLAIR, formerly with the Sterling Drug Co., of Charlotte, has purchased the Irwin Drug Store at Spartanburg, S. C.

MRS. R. K. BLAIR and daughter, of Charlotte, are enjoying an extended trip to the

Golden West. They were among the North Carolinians present at the Shriner's Convention at Los Angeles.

MR. R. R. COPELAND, of Ahoskie, has bought the Aulander Pharmacy, of Aulander. He will also continue to operate the Copeland Drug Co. at Ahoskie.

The Davis-Cline Prescription Shop is a new pharmacy in Asheville situated in the new medical building.

MR. J. E. JOHNSON, originally of Wallace, is now prescriptionist for Grantham and Co., of Lumberton.

We understand that MR. R. S. SLEDGE, proprietor of a drug store in Draper, is now living in Miami, Fla., his address being 214 N. E. First St.

MR. C. B. MILLER, one of the youngest looking grandfathers in the state, is a very happy man these days, as his daughter with her husband and little two year old son have just arrived in Goldsboro from their home in Cuba for an extended visit. Mr. Miller writes that he finds his hands quite full as he "is so busy having such a good time with 'that boy'."

MR. G. K. GRANTHAM has recently been made president of the Rotary Club of Dunn.

We hear that MR. G. W. HENDERSON, who has been connected with the Court Square Drug Co., of Durham, for some time, will shortly open a pharmacy of his own in the city of "Bull Durham."

MR. S. M. WRENN, of Garner, registered druggist, who is taking a pre-medical course at Davidson College, made his letter in baseball this spring. Mr. Wrenn was catcher on the varsity nine.

MR. W. P. McCRAW, North Carolina druggist who is now living in Norfolk, Va., at 4001 Newport Ave., recently affiliated with our State Association. He writes, "I won't be able to attend the Blowing Rock meeting but hope to attend every convention hereafter. Anything I can do for the good work just call on me."

Other druggists who have affiliated with the Association within the past few weeks are MESSRS. J. L. CRENSHAW, of Saluda; W. L. LAMAR, JR., and L. D. SHUFORD, of Lenoir; and L. J. CORRELL, of Kannapolis.

A recent issue of a Durham paper states that a drug store, costing approximately \$2,000 will be erected on Broad street, West Durham, by MR. E. F. CALLAHAN. The store will be a frame structure.

MR. P. R. HAMLET, who formerly practiced pharmacy in Asheville and Raleigh, has been in the real estate business in the latter city for some time. He is now vice-president of the Raleigh Land Co., Inc., with offices in the Odd Fellows building.

North Carolinians who recently passed the Georgia board of pharmacy are MESSRS. C. A. DEAN, JR. and M. W. BLADES, both of Elizabeth City.

The JOURNAL acknowledges with thanks the invitation of the Board of Trustees and Faculty of the Philadelphia College of Pharmacy and Science to the 102 Annual Commencement of the college on June 10.

Marriages

Mr. and Mrs. John Buyan Cheek announce the marriage of their sister, Miss Eunice Loraine Stockard, to MR. RICHARD WATSON, on the evening of June the sixteenth at Burlington. Mr. and Mrs. Watson are liv-

ing at Tryon where the former is connected with the Tryon Pharmacy. Mr. Watson received the Ph.G. degree from the State University last spring and passed the state board examinations a few days later.

Deaths

JOS. F. GOODMAN, one of the most prominent business men of Concord and for a number of years the active head of the Gibson drug store, died suddenly on the morning of May 26 in El Paso, Texas, where he had gone for the benefit of his health. He was fifty-three years of age. Mr. Goodman was born and reared in Concord and had always been actively identified with the civic, business and social life of the city. He was licensed to practice pharmacy in 1894 and had been unusually successful in his chosen profession. He helped organize the Coca-Cola company, and at the time of his death was a large stockholder in the organization. He was one of the organizers of the G. H. Y. hosiery mill, which operated in Concord for several years, and was also a stockholder in a number of other business concerns in the county.

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Albert Allison James

Albert Allison James, to whom the JOURNAL for this month is dedicated, was born at Laurens, S. C., on October 29, 1886. His father was Joseph Herbert James and his mother before her marriage was Miss Mary Ella Brown.

Mr. James obtained his early education in the graded and high schools of Spartanburg, S. C., and his collegiate education at Davidson College, North Carolina. Leaving the latter institution in October, 1905, he returned to South Carolina and remained there until February 1, 1906, when he went to Winston-Salem and accepted employment at Shaffner's Drug Store. Remaining with this firm until May 1, 1906, Mr. James resigned to take a more responsible position with the Owens Drug Co. of the same city. Here he remained as junior pharmacist until March 1, 1909, when he left for Greensboro to enter the Page School of Pharmacy. By intensive study he was able successfully to pass the North Carolina Board of Pharmacy and was given his license in June, 1909. Mr. James then returned to Winston-Salem and from January 1, 1910 to the same date in 1915 he was manufacturing pharmacist for Vaughn Crutchfield Co.

On April 1, 1915 Mr. James bought the Vaughn Crutchfield plant and changed the firm name to Yerkes Chemical Co. Thus began his career as a proprietor. In November, 1916, he bought one-half interest in the Thompson Drug Co., a retail store in Winston-Salem, and became (and remains) president of the company. In February, 1917, he established the Crescent Drug Co. at Main and Fourth Sts., and on November 1, 1919, he bought a controlling interest in the Owens Drug Co., one of the largest retail drug stores in North Carolina. His last acquisition was a one-third interest in the United Retail Drug Store at Fourth and Liberty Sts., a store incidentally which Mr. James himself established.


A biographer is struck with the penchant Mr. James displays for presidential offices. Starting with the presidency of his class at Davidson College, and ending with the presidency of the North Carolina Pharmaceutical Association for 1925-26, he has the following executive jobs to look after: President and Treasurer Owens Drug Co., President of the Yerkes Chemical Co., President of the Thompson Drug Co., Vice-President of the United Retail Drug Store, First Vice-President Chamber of Commerce (1923), First Vice-President Retail Merchants Association (1922).

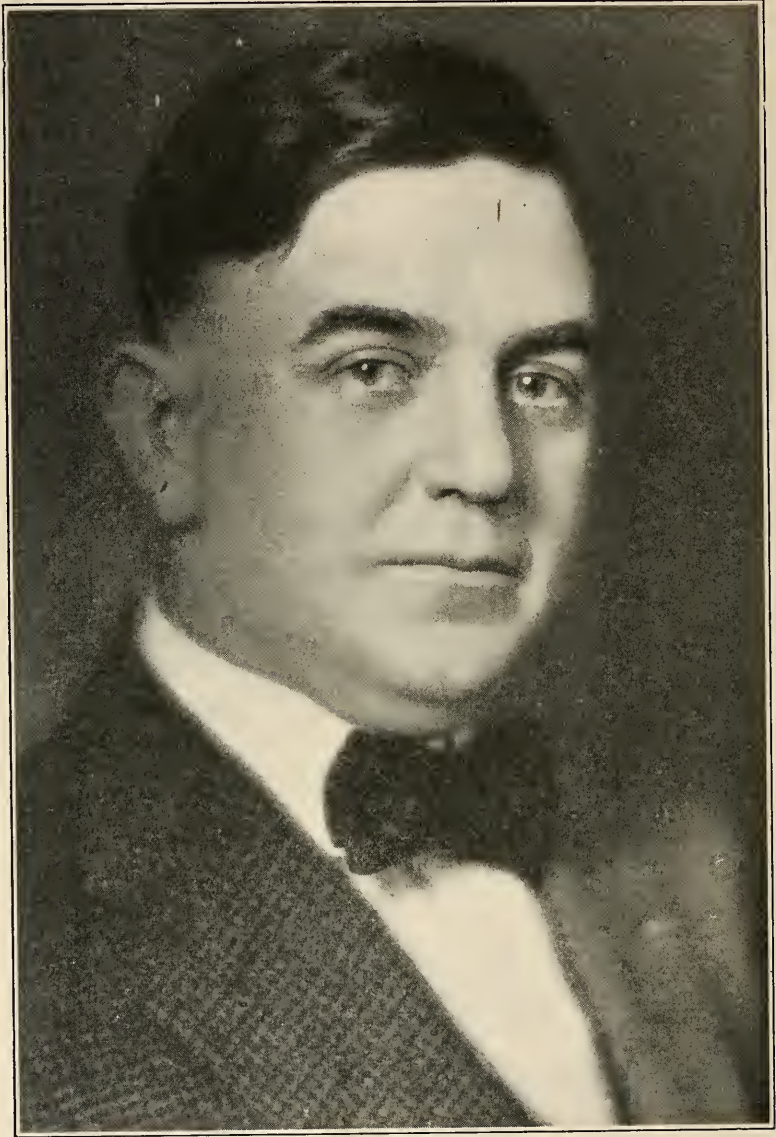
Mr. James is an active member of the Twin City Club, the Kiwanis Club, the Chamber of Commerce, the Masonic order, and the Presbyterian church. He votes the Democratic ticket.

Mr. James was married on June 7, 1911, to Miss Lois Fleming Nott, of Spartanburg, S. C. One child, Sara Fleming, has been born of this union. Mrs. James died on November 26, 1924, following a protracted illness.

Mr. James joined the North Carolina Pharmaceutical Association in 1916 and has attended every meeting but one since that time. His first responsible position in the organization came in 1920 when he was made chairman of the Executive committee and a member of the Finance committee. In 1921-22 he was Local Secretary; in 1922-23, Third Vice-President; 1923-24, Second Vice-President; 1924-25, First Vice-President; and for 1925-26 he is President.

Mr. James is a man of genial disposition and of determined energy. Setting up an objective, he drives toward it with such enthusiasm and force that sooner or later he achieves his aim. A hard fighter, putting everything he owns into the struggle, he is nevertheless a cheerful loser who is yet to be discovered sorrowing over a defeat. It would be impossible to fix with exactness upon the most popular citizen of Winston-Salem, but if the candidates were four in number, Mr. James would certainly be in the group. In dedicating the August number to him the JOURNAL staff is wishing for him not only a successful year as president of the Association, but continued success as a retail pharmacist.—J. G. B.





ALBERT ALLISON JAMES, of Winston-Salem
Newly Elected President of the North Carolina Pharmaceutical Association

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The next annual meeting of the North Carolina Pharmaceutical Association will be held in New York City in June, 1926.

The fall examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill on November 23-24, 1925.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

The Blowing Rock Meeting

The Blowing Rock meeting of the North Carolina Pharmaceutical Association was not so largely attended as have been other meetings in the past several years, but those who were so fortunate as to be there felt amply repaid for going. The weather was delightful, the hotel everything that had been promised, the entertainment features very pleasurable, and the business sessions were productive of real good. The Proceedings Number of the JOURNAL which will appear next month will carry in detail everything that occurred during the convention, so that it is only necessary here to mention certain facts that need immediate publicity.

The Insurance Committee decided not to organize its own company immediately as had been planned, but instead to continue having the Ohio Mutual Hardware company underwrite all policies secured by the Association's representatives. Such a course for the present seems most feasible, everything considered, particularly since the forty per cent. rebate will be assured each policy holder and no risks will have to be assumed by the Association. It should be understood that the plan to organize the company is merely delayed and by no means abandoned.

Legislation was discussed very freely and certain steps were decided upon. It seems better, however, not to give publicity yet awhile to the legislative campaign since many changes may be made before the plan is started, and anything said now might be contrary to what is finally put into effect.

As mentioned in later editorials, President Holton was made an honorary member, and a plan to sectionize the Association was voted upon favorably.

Dr. A. L. Walters, of Indianapolis, delivered a highly interesting illustrated lecture on Insulin that pleased every listener. A man of forceful character himself, he won the respect of his audience immediately by his obvious mastery of diabetic therapy.

President Stowe's annual address was a comprehensive report of matters pharmaceutical in North Carolina and it embraced several important recommendations which the members voted upon favorably.

Chairman Kyser presented the fullest program of papers that has been scheduled in recent years. The papers varied from a sort highly scientific to a kind purely commercial. His committee pandered to every taste and the results pleased everybody.

Attorney Bowman read a carefully prepared, comprehensive report that every retail pharmacist in the state should have heard. Incidentally, the Executive Committee re-appointed Mr. Bowman as full-time counsel for the Association and showed its appreciation of his services by raising his salary for the coming year.

The same committee authorized Secretary Beard again to tour the state for the purpose of collecting dues, securing new members, and learning the attitude of druggists over the state toward legislative and organization policies.

The Traveling Men's Auxiliary had a good session and afterwards elected R. W. Lowe, president, and Lambert Kuhn, secretary-treasurer.

The new officers of the Association are as follows: president, A. A. James, of Winston-Salem; vice-presidents, N. W. Lynch, of Charlotte, C. L. Eubanks, of Chapel Hill, and R. R. Copeland, of Ahoskie; secretary-treasurer, J. G. Beard, of Chapel Hill; as-

sistant secretary-treasurer, C. M. Andrews, of Hillsboro. Mr. C. P. Greyer, of Morganton, was elected to succeed himself as a member of the Board of Pharmacy. The Executive Committee for 1925-26 is composed of A. A. James, *chairman*; J. G. Beard, secretary; N. W. Lynch, C. L. Eubanks, Samuel Carter, of Salisbury; J. P. Stowe, of Charlotte; Sam Welfare, of Winston-Salem.

The place of next meeting will be either New York or Morehead City, and the time about the fourth week in June.

How About New York?

Unless it is definitely established that the members will not take the trip in any considerable numbers, the North Carolina Pharmaceutical Association will hold its 1926 meeting on board a special Old Dominion steamer to New York City. For the very reasonable sum of sixty-five dollars, a druggist can go from Greensboro to New York via Norfolk, be gone four days, stop at one of the best metropolitan hotels, have all his expenses paid, and enjoy a delightful sea voyage.

Leaving Tuesday morning (about June 22, 1926) the delegates would board special Pullmans at Greensboro for Elizabeth City where an organization meeting would be held in the afternoon. Taking automobiles for Norfolk, the crowd would embark on an Old Dominion vessel Tuesday evening for New York. Another meeting would be held on the boat that night, and landing would be made Wednesday morning about nine. Following hotel registration the delegates would be given an intensive two-day sight-seeing tour of Gotham with a theater party at the Follies Wednesday night. Thursday afternoon the return trip will be begun that will end at Greensboro Friday afternoon. A final business meeting would be held on the boat the evening of departure. The costs, as said, will be \$65, save for those who want lower berths on train and stateroom. The latter would add \$10. Every necessary expense in train, ship and hotel is covered by the figure mentioned. But unless a minimum of three hundred will make the

trip, the Executive Committee will change the place of meeting to Morehead City. It becomes necessary, therefore, to canvass the membership before a final decision can be made.

The JOURNAL believes thoroughly in the New York trip and marvels at its low costs. It is a unique, pleasurable plan and sufficient time is allowed to transact all necessary business. The boat will be a large one, the voyage will be delightful, the sight-seeing will be under the direction of expert conductors. Several manufacturing firms located in New York have already signified their intention of adding to the pleasure of the crowd while in the city, so that looking ahead the JOURNAL sees only success for the undertaking.

What do you think of the project, gentle reader?

Holton an Honorary Member

Mr. Chas W. Holton, president of the American Pharmaceutical Association, was made an honorary member of the North Carolina Association at the Blowing Rock meeting. The election followed an interesting and instructive address which President Holton delivered before the delegates.

The JOURNAL feels disposed to congratulate both parties in this matter, because both are gainers by the process. We congratulate President Holton for two reasons: first, because it is only rarely that Tar Heel druggists confer such a distinction, this fact carrying with it the assumption that they are rather particular about whom they choose; and second, because the North Carolina organization enjoys such a standing in the family of associations as to make honorary membership in it a cause of pride. We congratulate the Association upon taking such a step because of knowledge that by so doing it has gained the affiliation, loyalty, and affection of one of the most outstanding figures in national drug life. Whether one use personal, professional, or commercial standards to judge President Holton, one must inevitably conclude that he is a person of unusual character and a pharmacist emi-

nently fitted to receive the various honors that are now pouring in upon him. Because of these several facts the JOURNAL felicitates everybody concerned in the election and warmly welcomes the new member to full fraternity in North Carolina drugdom.

Reorganizing the Association

In conformity with the recommendation made by Secretary Beard in his annual report to the Association, the members at Blowing Rock voted to create four sections in the organization so as to provide deliberative agencies for the four distinct types of drug workers in North Carolina.

Briefly described, the plan will operate in about the following manner: Proprietors, prescriptionists, wholesalers, and road salesmen will hereafter allign themselves into groups during conventions, and, meeting in separate rooms from the other groups, will deliberate and take action upon such matters as particularly concern themselves. While all drug workers have a mutual concern in the general welfare of pharmacy, it is nevertheless obvious that a certain problem might have a paramount interest for one class of pharmacist and only an incidental interest to another class. Under the provisions of the new plan, it will be possible for each group to center upon its own problems and work out a satisfactory solution.

The several sections will have their own officers, consisting of a chairman, vice-chairman, and secretary, and yet all sections will be under control of the parent body. At stated intervals during the convention there will be general sessions presided over, of course, by the president, and at these sessions the four sections will bring to the united membership such matters as they want officially endorsed, and the body as a whole will discuss and act upon questions having a bearing upon pharmacy as a whole.

The plan is unique and heretofore untried by any state association. Frankly it is an experiment to succeed or fail according as it has or has not merit. Twice before Secretary Beard has recommended that such a system be tried because of his firm belief

that only by means of some such scheme can the four distinct kinds of drug workers find a suitable medium for their specialized activities. This year the assembled delegates agreed to adopt his recommendation. Consequently at the next annual meeting of the Association the sections will organize, choose their officers, and try out the plan. If the project proves successful, all well and good; if it fails to justify itself, it can be abandoned without harm having been done either to the Association or to the members themselves.

An Obligation No Different From Others

It is surprising how many people view their Association dues as a different sort of obligation from any of the others they may have assumed. They look upon the annual fees as something to be paid if it is entirely convenient to pay them, but not otherwise. We know men who are as prompt and scrupulous in meeting all of their other debts as it is possible for people to be, but who ignore indefinitely bills rendered them for annual dues in their trade association. Their number is not great but it is large enough to be a cause for surprise. Such men are conscientious in believing that statements for dues represent a call they are at liberty to answer or ignore. Are they correct or mistaken in holding such an idea?

When joining an association, as when affiliating with the church or a lodge, a man commits himself to membership until he sends in his resignation or dies. It is not for one year or for any stated period, but it is to be until such time as he shall formally withdraw or become deceased. This is an important point to keep in mind while passing upon the rightness or wrongness of the attitude we spoke of above.

When joining an organization like the state pharmaceutical association, for example, one should recognize that the privileges of membership and the advantages of affiliation are secured only by the payment of a price. They do not come free neither are they bestowed as an honor; on the contrary some-

body pays good money that these benefits may be created and maintained. The organization itself counts up its membership roll, multiplies it by the annual dues, and arrives at what it considers a legitimate figure of income. A fiscal policy is then mapped out based on the reasonable expectation that the members will pay in dues their pro rata share of the financial outlay to be made. Machinery is set in motion and the annual work starts up. If the partners in the enterprise—the members—pay their proportionate share of the costs of operation, the company can maintain its schedule, meet its bills, and realize its objective. But if certain members refuse to contribute to the necessary expenses of production, then the project must either halt altogether, proceed at half speed, or rely upon the other members to pay that which the whole group shouldered as an obligation.

It never occurs to the members who neglect or refuse to pay their yearly dues that such omission reflects in any way upon them personally. They are really honest in believing that they have not violated a single tenet of fairness. Were they convinced of their error, they would quickly correct it by cancelling their accounts. What is said here, therefore, is not in criticism but is instead an attempt to show that association dues constitute a moral obligation that is no less real than a grocery bill. It is a different sort of account, of course, and we do not contend that it should have precedence over a single other obligation, but it is nevertheless a just claim that cannot be cancelled simply by denying its justness.

What Our Friends Send Us Nowadays

The Editor recently received from his friend, Rupert Jernigan, of Beaufort, an unusual gift in the form of a "Sea-Horse," suspended by his or her nose in a bottle of alcohol. This curiosity, unfamiliar to uplanders, is daily examined by students and other callers to the editorial sanetum who find it an interesting specimen from deep sea life. Some time ago another friend, Peter Brame, Jr., sent us from Phoenix, Arizona, a live, hissing, wriggling Gila Monster, one of the deadliest of reptiles.

Still another friend, this one to be unnamed, sent us a cancerous liver about half eaten away by its disease. All of which causes us to rise up and announce that we are just about to establish a museum and are ready to receive any sort of varmint our friends may care to send in for exhibition purposes. Once upon a time, as the story books say, we would occasionally get a basket of peaches through mail, or a crate of grape-fruit would come by express, but nowadays we are sent Sea-horses, Gila Monsters, and human livers. Honestly we are afraid to open anything the postman or expressman brings us if it is larger than a letter, because a tarantula, rattlesnake, *anything* is liable to hop out when the lid comes off. And speaking of things the postman brings, we are reminded that last year John Henderson, of Burlington, sent us an oblong, neatly dressed, innocent looking package that had nothing about it to arouse suspicion. Tearing off the wrappings we found a bottle filled with an amber-colored liquid that looked like, smelled like, tasted like ante-bellum "Corn." Pause, now, gentle reader, while we ask you a question. Suppose somebody you liked and trusted and whom you had reason to suppose liked you were to send you a bottle of the sort we spoke of, just what would you do immediately—the very first thing? All right, we did too, but sparingly, stingily, with due regard to a party that could be "pulled off" later. All that day we thought of John—oh so pleasantly! We remembered what a splendid student he was when we taught him; thought of how wonderful it was that we could list him as a friend; decided upon a dozen different things we would do to prove our appreciation. Then—a letter came from him, a delayed letter, and it read like this: "Dear Professor,—I am sending you under separate cover some corn whisky that caused the death of a person near Burlington a few nights ago. Please analyze it and let me know what poison was responsible for the death, etc, etc." Just suppose, Mankind!

Do you wonder, after all of these experiences, that we now turn over all packages to the janitor to be opened?

James P. Stowe

[The following biographical sketch and tribute to the retiring president of the North Carolina Pharmaceutical Association, J. P. Stowe, appeared in the "Pharmaceutical Personalities" column of the *Druggists Circular* for July. Feeling certain that the sketch will prove interesting to JOURNAL readers, we are reproducing it here in full.—Editor.]



Every once in a while something comes up about North Carolina. Generally it is good, but when a man or a State becomes more prosperous than his or its neighbors, there is always some envious one to attempt to sprinkle ashes on his or its side

—to throw a monkeywrench, to hang crepe, to take the joy out of life. This fact has led some epigrammatist to observe that every knock is a boost. Regular boosts and boosts disguised as knocks have been given to the Tar Heel State in abundance of late years. A few of the former kind were handed to the land of good roads, valuable agricultural products, and numerous cotton and tobacco factories in this department some months ago when the personality under discussion was the secretary of the North Carolina Pharmaceutical Association.

Of course, secretaries are very important folks and all that, but whoever heard of an association without a president? Certainly the association just mentioned is not lacking in this respect, for the man whom his admiring fellow members called to head their organization during the latter half of Anno Domini just closed and the early half of the one now with us, is no less a man than James P. Stowe, proprietor of several pharmacies at Charlotte. Experience "on the road," which came on top of drug-store apprenticeship and college education fitted Mr. Stowe for his multi-proprietorship, and this latter in turn, has given him some ideas which he can make good use of in his honor-ary position.

Some times one has to go back a long way to get a good running start for his subject, and so it is here. Thomas Reese was a graduate of the old Maryland College of Pharmacy. When young Stowe went to

Charlotte to enter the drug business as a clerk for the Wilson Drug Company, he was fortunate in having Mr. Reese as his preceptor. What is more natural then that after working for the Wilson concern from the time he was seventeen until he was twenty, the budding pharmacist should matriculate at the college which had turned out Mr. Reese the man whom he even now says he regards as the best pharmacist he ever knew? At Baltimore Mr. Stowe was again fortunate for he secured a job in the store of Dr. Daniel M. R. Culbreth, who was professor of materia medica at the college. When Mr. Stowe's name was read out at his 1893 commencement it was announced that he had taken the practical pharmacy prize. The latter was pure luck, for if the man who is penning these lines had remained at Baltimore until the fall of 1891 and entered the college, as he intended, instead of hopping over to New York in the spring of that year, there would have been two years later no prizes for anyone but—but modesty restrains him from finishing this sentence.

Be that as it may, Mr. Stowe carried the prize back with him when he returned to Charlotte to work in the retail department of Burwell & Dunn, which he did for about two years before going "on the road" for the New York Pharmacal Company, a concern whose manager once expressed to the writer the fear that his house would depopulate a certain North Carolina town—if it granted the requests of all its inhabitants who applied for traveling positions. Mr. Stowe held this job for four years and for three more was with W. R. Warner & Co., and an equal number with Voight & Co., doing retail work and selling in every State between the Potomac and the Rio Grande.

Maybe ninety-nine per cent. of the young drug clerks in the smaller cities who came into contact with the genial traveling man want to be one—he sees so much of the world

and is such a confident political prophet. About the same percentage of the genial traveling men long to give up the life of a rolling stone and settle down and gather a bit of moss. Ten years grip-toting cured Mr. Stowe, so in 1904 he, with a silent partner, purchased the business of the Fitzsimmons Drug Company. This business remained at one stand at Charlotte for twenty years and only this year has been moved into a newly-fitted-up store of Reese & Alexander and changed its name to the Reese-Stowe Pharmacy. Having got the habit Mr. Stowe in that same 1914 year purchased the Webb Brothers establishment, which he called the Carolina Pharmacy. Two years ago he opened a new store in the Professional Building, built and occupied by some sixty-odd physicians. This is known as the Sterling Pharmacy, and it is one of the most handsomely appointed drug establishments in all that section of the country. With five stores on his hands Mr. Stowe is

what is sometimes casually referred to as a busy man—a designation which fits.

As stated, Mr. Stowe is president of his State association, and has been chairman of its legislative committee for the past four years. He served a five-year term as a member of the North Carolina Board of Pharmacy, and is now a member of that State's board of health. Of course he is a member of the two big national associations. In local civic affairs he is active. He is a member of the chamber of commerce and a director of the merchants' association of his city. He is also a Presbyterian, a member of the country club, a golfer, and invests some of his surplus in cotton mills and real estate.

And—oh, yes—he was born at Belmont, N. C., October 29, 1871, spent his boyhood on a farm, and calls himself the head of a household, which includes his wife and two girls.

HISTORY OF THE PEABODY DRUG COMPANY

NOTE: This is the fourth of a series of sketches setting forth the history of wholesale drug firms in North Carolina, each sketch written by a member of the firm being described. The next sketch will cover the origin and development of the Scott Drug Co.—Editor.

In December, 1906, W. M. Yearby, a retail druggist of Durham, decided to enlarge his business and to add a wholesale department. A small store room on Church street was obtained and the Yearby Wholesale Drug Company was organized with W. M. Yearby as president and treasurer, and R. K. Ferrell secretary.

The business grew steadily. In July, 1909, Mr. Yearby decided to sell his interest in the wholesale drug company in order to devote his entire time to his retail store. He sold his stock to H. R. Goodall, then a retail druggist in Durham. The firm name was changed to the Peabody Drug Company. The old store had become too small so it was moved into the present location, 107-111 Peabody street. B. L. Duke was elected president and H. R. Goodall vice-president and manager.

The business continued to grow steadily and since then several additions have been built to the original store until today it has a floor space of thirty thousand square feet. The present location makes it possible to give quick and prompt service to all retail druggists in the section. Eighteen years in the wholesale drug line has made it possible for the firm to set up a complete retail drug store in a very short time. It is the aim of the company to have the very best talent at all times to serve the retail trade.

Only four employees remain from the old organization. They are J. A. Spencer, chemist for the firm; A. H. Yearby and O. E. Ferrell, who are the representatives out of town; and J. C. Ferrell, who is the vice-president and manager. The other members of the firm are H. R. Goodall, head price man; Miss Nina Seymour, bookkeeper; Miss Alease Patterson, stenographer; J. C. Saunders, freight clerk; H. E. Linthicum, city clerk; and R. W. Black, city salesman. The active management of the firm is under H. R. Goodall and J. C. Ferrell. The directors and officers of the company are H. R. Goodall, J. C. Ferrell, W. N. Holloway and Jones Fuller.

The aim of the firm has always been to give to each of their customers prompt and courteous service and it stands ready at all times to help their many retail friends in any way. The company feels it owes its success to the retailers and it welcomes any suggestions from them for the betterment of service. Such help will be gladly received and appreciated. The company looks forward to the future with a feeling that greater things are in store for it.

The Peabody Drug Company manufactures "Laxo," the well known vegetable laxative, which enjoys a large sale in this and other states.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

Goldsboro Topics

C. B. MILLER, Ph.G., *Reporter*

Drug trade in eastern Carolina should be very good all summer. Never have the trucking interests received such flattering prices for everything green they had to sell, and the Irish potato crop, now being shipped to market is most promising both as to yield and as to prices. Verily, this is God's country.

* * *

Acetidine tablets are put up in tin boxes similar to Aspirin and they are also packed in bottles—100 to the bottle. The tablets packed in tins, however, are much smaller than those packed in bottles, although both contain the same quantity of the several ingredients. A customer using the tins can't understand why the tablets are larger in bottles. It requires almost the wisdom of Solomon to explain something that is unexplainable. This muddies the water and places the pharmacist in an embarrassing position. When a customer who is in the habit of purchasing the tins decides to purchase only a half a dozen from a bottle and sees the "bottled ones" are larger than those he has been in the habit of purchasing, he invariably says, "I am afraid to take these; they are not at all like those I've been using." Why can't this perplexing situation be remedied by the manufacturers?

News Around Asheville

O. D. BIDDY, Ph.G.

MR. W. E. MICHAEL, JR., who has been with Smith's Drug Store, of Asheville, for several years, is located with Carmichael's Pharmacy.

MR. M. F. TEAGUE has severed his connection with Goode's Drug Store, of Asheville,

ville, and is now traveling for Eli Lilly and Co. in eastern Tennessee and western North Carolina. He recently spent some time in Granite Falls on a visit to his mother.

MR. R. G. SCRUGGS has turned over the management of Smith's Drug Store, of Asheville, to MR. J. M. SMITH, while he is actively in charge of Scrugg's Cut Rate Drug Store (formerly Teague's Drug Store). Mr. Scruggs is still proprietor of both stores.

Sisk's Drug Store, of Bryson City, has recently greatly improved its establishment. The adjoining building has been leased and the two stores converted into one, thereby doubling the floor space.

MR. G. L. MCGAHEE has resigned his position with Grant's Pharmacy and is now enjoying a much needed vacation.

General News Items

MR. G. L. NYE, formerly with the Wiggins Drug Store at St. Pauls, now holds a similar position with Mr. Wiggins' store at Coats.

MR. C. M. WILLIAMSON, of Parkton, has accepted a position with the Broad St. Pharmacy, of Southern Pines, for the summer months.

MR. H. M. WINDERS, winner of the Beal membership prize for 1925, is prescriptionist for the Sherrill Drug Co., of Benson.

MR. H. L. RAYBURN, of Hot Springs, Va., who successfully stood the North Carolina Board in June, is in charge of the prescription department of the Aulander Pharmacy, of Aulander. This store is owned by MR. R. R. COPELAND, proprietor of the Copeland Drug Co., of Ahsokie.

MR. J. T. MORGAN, popular druggist of Benson, is very much interested in the work of the local camp of Boy Scouts. He was recently made the scoutmaster.

MR. H. R. LAIDLAW, of Marion, is with the Empire Drug Co., of Salisbury.

MR. G. O. TRIPP has resigned his position with the Fairview Drug Co., of Winston-Salem, and has returned to his home in Ayden.

The Mann Drug Co., of High Point, was recently incorporated, with authorized capital \$50,000 and \$16,000 subscribed by J. ELWOOD COX, MARY D. COX, and D. A. DOWDY, all of High Point.

The W. R. Harrill Co., wholesale druggists of Hendersonville, are having erected a one story brick building as the future home of the firm. The structure is located at the northeast corner of Third Ave. and King St., and has a frontage of forty feet and a depth of sixty feet.

MR. J. G. BALLEW, proprietor of Ballew's Cash Pharmacy, of Lenoir, is again operating for the summer season Ballew's Mayview Pharmacy, located in Mayview Park, Blowing Rock. MRS. ADDIE BRADSHAW PEGRAM is prescriptionist for the store, while Mr. Ballew himself divides his time between the Blowing Rock and Lenoir pharmacies.

The Horton-Jones Drug Co., of Monroe, has been incorporated. R. W. HORTON, WILSON JONES and MYRTLE T. HORTON, all of Monroe, are the incorporators. The authorized capital is \$25,000 with \$6,000 subscribed.

Among the recent subscribers to the A. Ph. A. Building Fund are MESSRS. F. W. HANCOCK, of Oxford, and HENRY T. HICKS, of Raleigh.

MR. E. L. PIKE, JR., formerly with the Sherrill Drug Co., of Benson, is now prescriptionist for the Middlesex Drug Co., of Middlesex.

Friends of MRS. LEROY B. WILLIS, nee MISS BEATRICE AVERITT, will be interested to learn that she is now living in Raleigh.

MR. J. M. SPOON has accepted a position with the Rimmer Drug Co., of Charlotte.

We understand the Freeze Drug Co., of Newton, is making many improvements in its store and adding handsome new equipment. The proprietors of this up-to-date pharmacy are MESSRS. COLEY and GLENN YODER.

MR. C. B. BRITT is with the pharmacy of MR. JOHN E. KOONCE, of Chadbourn, for the summer months.

MR. M. B. MELVIN, who has been with the D. W. Tart Drug Co., of Roseboro, since passing the Board, June, 1924, on July first accepted a position with Brantley's Drug Store, of Raleigh. Mr. Melvin succeeds MR. J. H. TOLAR who resigned on account of ill health. Mr. Tolar has returned to his old home in Cedar Grove. It is hoped that he will soon be entirely well.

The Boon-Iseley Drug Co., of Raleigh, will shortly move from its present location at 201 Fayetteville St. to a store several doors further north on the same street, occupied at present by the Kaplan department store. The reason for moving is the lease on the present store expires in a few weeks and cannot be renewed.

Druggists recently affiliating with the North Carolina Pharmaceutical Association are MESSRS. E. H. TATE, of Lenoir; C. C. FORDHAM, JR., of Greensboro; F. H. HODGES, originally of Boone and now of Winston-Salem; E. E. DETTER, of Hickory; A. B. KUNKLE, of Statesville; C. T. WOODWARD, of Charlotte; and G. A. RUSSELL, of Greensboro.

MR. O. D. BIDDY, has accepted a position with Grant's Pharmacy, of Asheville.

Another pharmacy granted a charter of incorporation recently is the Fox-Hill Drug Co., of Asheboro. The incorporators are MESSRS. C. M. FOX, H. W. RICHARDSON, and E. L. HEDRICK, all of Asheboro.

Friends of MR. H. M. CAPPS, of Meherin, Va., will be interested to know that he recently graduated from the Louisville College of Pharmacy with the degree of Ph.G. Mr. Capps formerly was a student in the School of Pharmacy of the University of North Carolina.

MR. J. E. TURLINGTON has severed his connection with the Jackson Pharmacy, of Hendersonville, and is now in the real estate business. He has been succeeded as prescriptionist in the Jackson Pharmacy by MR. J. L. CRENSHAW, who has held a similar position with the Saluda Pharmacy, of Saluda. We regret exceedingly that Mr. Turlington has seen fit to give up the prac-

tice of his profession, but we hope he will remember that he has hundreds of friends among the druggists who are wishing for him every success in his new work.

MR. JOS. LAZARUS has accepted a position with the Crabtree Drug Co., of Sanford.

MR. D. R. DAVIS, of New Bern, is now located with the Davis-Walker Drug Co., of Brevard.

MR. F. H. HODGES, of Boone, is prescrip-tionist for the Smoak Drug Co., of Winston-Salem.

The business section of Fallston, Cleveland county, was practically destroyed by fire on the night of July 6, the loss being estimated around \$100,000. Among the buildings burned were the Lackey Drug store owned by DR. F. H. LACKEY and R. A. LACKEY. It is understood that the store will be rebuilt.

MR. and MRS. E. E. MURCHISON, of Sanford, attended the annual reunion of the Murchison clan held at Mount Vernon Springs, Chatham county, July 3-6. This was the fifth annual reunion of the clan and 108 members of the family were present.

Friends of MR. and MRS. C. M. FORDHAM, of Greensboro, will regret to learn that they received injuries in an automobile accident near Washington, D. C., on the night of June 24. They were returning to Greensboro from a wedding in the Capitol City when the accident occurred. Mrs. Fordham had her wrist broken, but Mr. Fordham escaped with minor injuries.

MESSRS. R. R. HERRING and T. J. ETHERIDGE have bought the Wells Drug Co., of Oxford, and the store is being operated under the name of the Herring and Etheridge Drug Co. Mr. Herring was formerly with J. G. Hall, Druggist, in Oxford, while Mr. Etheridge has been residing in Raleigh for the past several years. Mrs. Etheridge is originally from Oxford and for the present she and her husband are making their home with her parents, Mr. and Mrs. B. F. Taylor.

We regret exceedingly to learn that MR. C. D. CASHWELL who has been in a sanatorium in El Paso, Texas, for the treatment of tuberculosis since November 1923, has steadily grown worse. He has been brought

to a sanatorium near Asheville but little improvement has been noted in his condition.

Druggists attending the Blowing Rock meeting were delighted to see MR. H. P. WATSON, veteran druggist of Winston-Salem. Mr. Watson received his license to practice pharmacy the first year of the operation of the Pharmacy Act in 1881. He was a charter member of the North Carolina Pharmaceutical Association and was connected with the organization for many years. This is the first convention, however, he has attended in some time.

Several familiar faces were greatly missed at the Blowing Rock convention. MR. G. K. GRANTHAM found it impossible to attend owing to the fact that Harnett county was changing its county road system and the work incident to the change required his presence in Lillington as he is Chairman of the Board of County Commissioners. MR. Grantham wrote "I have missed only two meetings since 1893." MR. C. B. MILLER, of Goldsboro, had to cancel his reservations at the last minute as he received a telegram from his only son who lives in Louisiana, stating that he would arrive in Goldsboro on June 23 (the day the convention began) for a week's visit. Although MR. WILLIAM NIESTLIE, of Wilmington, found it impossible to go to Blowing Rock he sent greetings to the delegates and also some specimens of the interesting Venus Fly Trap for the pleasure of the druggists and their guests.

In an article in the *Druggists Circular* for June entitled "At the Beginning of the Season," the author, MR. W. T. MORTENSON, talks of the importance of starting the soda fountain season right and gives a great deal of splendid advice for better soda service. He calls particular attention to the enviable reputation MR. J. A. GOODE's Drug Store in Asheville has established for cleanliness. He then quotes verbatim the message the management of the store has printed on the back of every soda menu about its fountain and service.

The Managing Editor received a very interesting letter several days ago from MR. W. C. ADAMS, a N. C. registered druggist originally from Rowland, but who has been

living in Conway, S. C., for a number of years. Mr. Adams says, "I am still a druggist and feel like a fish out of water when I am not in a drug store." Since leaving the University of North Carolina I have owned and operated two drug stores, two farms, a saw mill, hoghead mill, had the agency for Hudson and Essex automobiles, and operated a battery and service station for same, and have also dealt in real estate. I have 75 acres of pedigree soya beans and this year have tobacco and other crops. I hope that farming will be more profitable this year than it has been for the past several seasons. At present I am in Florence figuring on opening another drug store. In spite of the long hours and hard work of a pharmacist there is something fascinating about the drug store that all druggists like and I find it hard to get away from."

Among the graduates in pharmacy at the Medical College of Virginia early in June was Mr. ROBERT GUY BLACKWELDER, of Concord, N. C. Mr. Blackwelder passed the Virginia examinations as a registered pharmacist the following week.

A Case Calling For Sympathy

MR. D. M. FIELD, of Hertford, sent us the following interesting and distressing communication received by him the other day:

"I have had pain in my right side every since I had grit I have chilly spells cough and sourness in my thought and breast sometimes wet with sweat chilly spells aching all over.

"I have gasstretes catarrh in my head and stomach asthma."

Now how can a poor druggist deal sympathetically and professionally with a case of this kind?

An Up-to-Date Drug Store at Liberty

MR. J. T. UNDERWOOD has recently moved his drug store into a two-story brick building, 25 x 100 feet. The store is equipped with all modern conveniences including water and steam heat. He has installed a Knight fountain with Frigidaire unit which thoroughly refrigerates the entire fountain. Mr. Underwood, who has been in the drug business for twenty-five years, is the sole

owner and manager of the store which is operated under the name of the Liberty Drug Store. Just before the Blowing Rock meeting Mr. Underwood wrote that he regretted exceedingly that he would be unable to attend the convention but could not be present as he was in the midst of moving. He stated that he "was a great believer in the North Carolina Pharmaceutical Association, and always a strong supporter of every movement looking to the improvement of the profession."

Druggists in Automobile Accident

While returning home from the Association meeting the Packard car of MR. E. W. O'HANLON, of Winston-Salem, failed to make a curve and fell over an embankment at a point eighteen miles east of Boone on the Boone trail. The car was a new Packard and Mr. O'Hanlon was unaccustomed to a brake on the left of the steering column. When he felt the machine begin to leave the road on a curve he couldn't find the brake on the accustomed right side. The car was not making over twenty-five miles an hour, it is understood. In the car with Mr. O'Hanlon were MESSRS. W. L. BUEHMANN and C. C. REINS. Only the heavy construction of the car saved the occupants from serious injury as it is reported the machine turned over twice. MR. C. C. REINS had the misfortune to have his leg broken but the others escaped with a few minor bruises. One of the front wheels of the machine was crushed, the lights smashed and the top dented in.

We also understand that MR. J. E. SHELL and a party of friends came very near having a very serious accident when a rapidly moving machine coming towards the Lenoir car crowded it off the road, only a large rock preventing the car from crashing into the valley several hundred feet below. We are delighted to report that the occupants of Mr. Shell's car escaped without serious injury.

Congratulations to South Carolina

South Carolina druggists have received the sympathy of pharmacists all over the country on account of the "discriminating nuisance tax" imposed by the last Legis-

lature. The law worked a hardship not only upon the druggists, but it failed to produce the expected revenue as purchasers of these heavily taxed articles quit buying them in South Carolina and resorted to mail order houses and out-of-the-state drug stores. Palmetto druggists tried to show the public how unjust the tax was. Spartanburg pharmacists, for instance, carried a series of advertisements in the local papers explaining the whole matter. Finally the Tax Relief Commission "sat up and took notice" and reduced the state tax on cosmetics to 4 per cent. of the retail selling price, instead of 20 per cent. We congratulate our sister druggists on their well earned victory.

Important Changes at Vick Chemical Company

The Vick Chemical Co. has announced several important changes in the personnel of the company effective July first. Mr. ALLEN T. PREYER, formerly sales manager, has been made director of sales, with complete supervision and direction of the company's sales promotion and advertising. Mr. HENRY B. YATES, formerly assistant sales manager, has been made sales manager for the United States, in charge of all salesmen and responsible for the execution of the company's domestic merchandising policies. Mr. HUGH D. MCKAY has been made foreign sales manager, in charge of the export business. Mr. CHARLES G. YATES, formerly traffic manager, has been made production and office manager. The past year has been the most successful in the history of the company. For some time the sales of Vick's VapoRub have substantially exceeded the figures popularized by the slogan "over 17 million jars used yearly,"

and so it will be changed to read "over 21 million jars used yearly." The company is now operating in 42 countries. In July a branch laboratory was opened in Montreal.

A Red Letter Day for a Druggist

Among those taking the examinations of the State Board of Pharmacy in June was Mr. HENRY CLAY ROSS, of Albemarle. Mr. Ross did not have quite enough drug store experience to take the practical examinations but he was determined to become as nearly registered as possible and so he stood the theoretical examinations June 15 and the morning of the 16th. We thought he was in a very happy frame of mind when he dropped by the office to say good-bye to the JOURNAL's editorial staff about two o'clock the afternoon of the 16th, but we naturally attributed it to a relief that the theoretical examinations were over and to a certain satisfaction that he had "passed." Imagine our surprise when we received the following announcement: "Mrs. C. F. Pin-nix, of Kernersville, announces the marriage of her daughter, Juana, to Mr. Henry Clay Ross on Tuesday, the sixteenth of June, 1925, at seven-thirty in the evening in the Parsonage of the Front Street Methodist Church, Burlington." Most druggists feel it is all the excitement they can endure in a day to stand the State Board or to get married, but we are wondering if any other pharmacist has had both momentous events occur the same day. After a motor trip through the valley of Virginia Mr. and Mrs. Rose are at home in Albemarle where the former is connected with the Snuggs Drug Co. We are wishing for the couple every happiness and success.

DRUG STORE FIXTURES SHOW - CASES

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